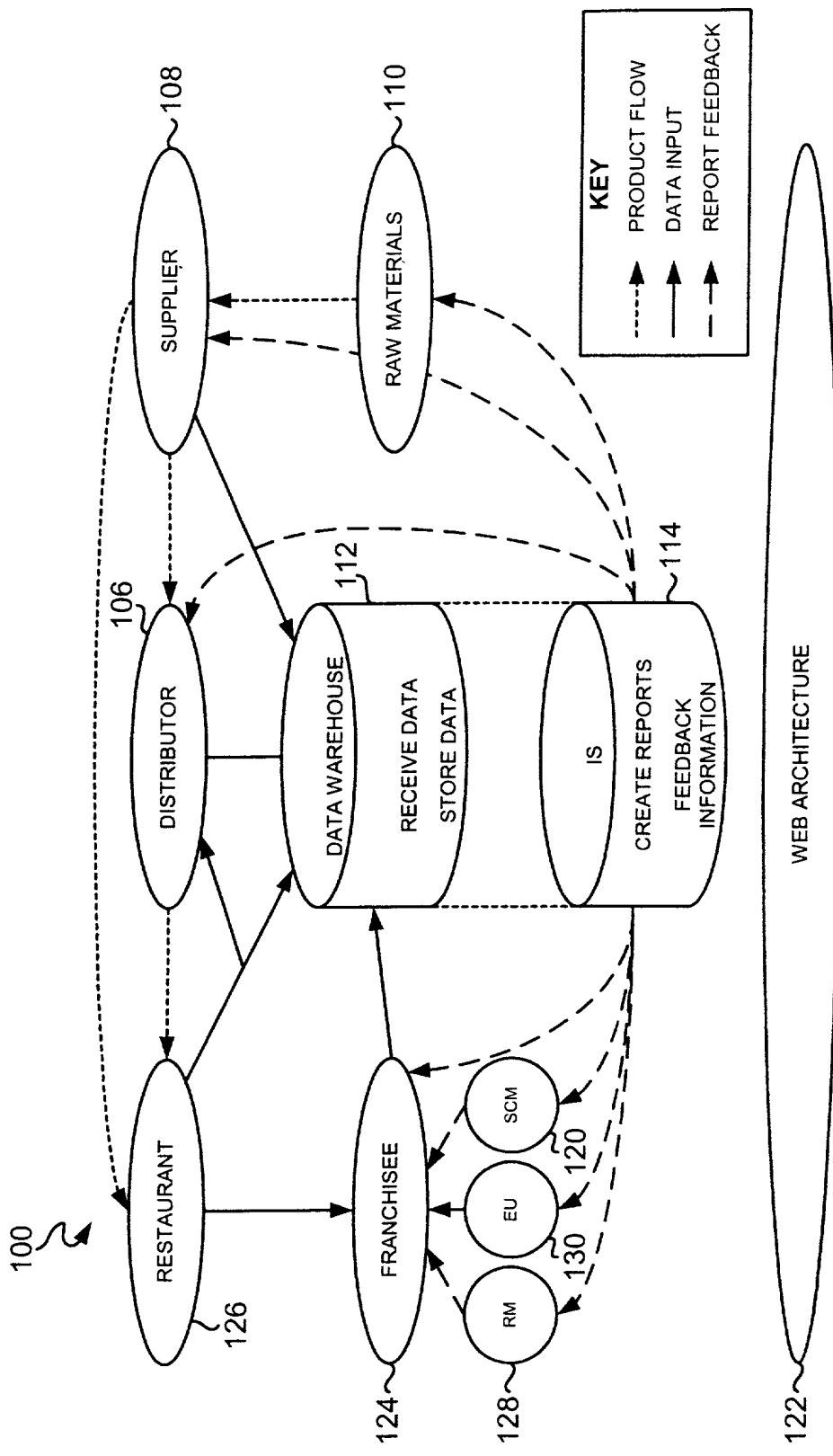
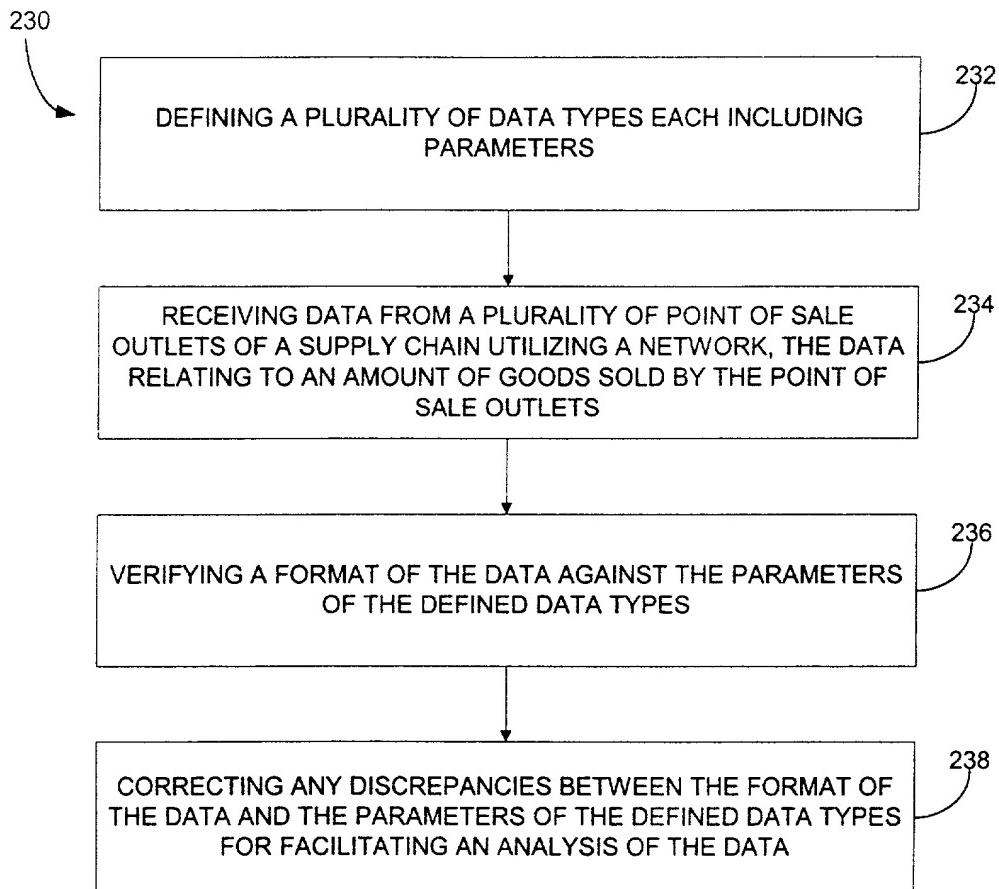


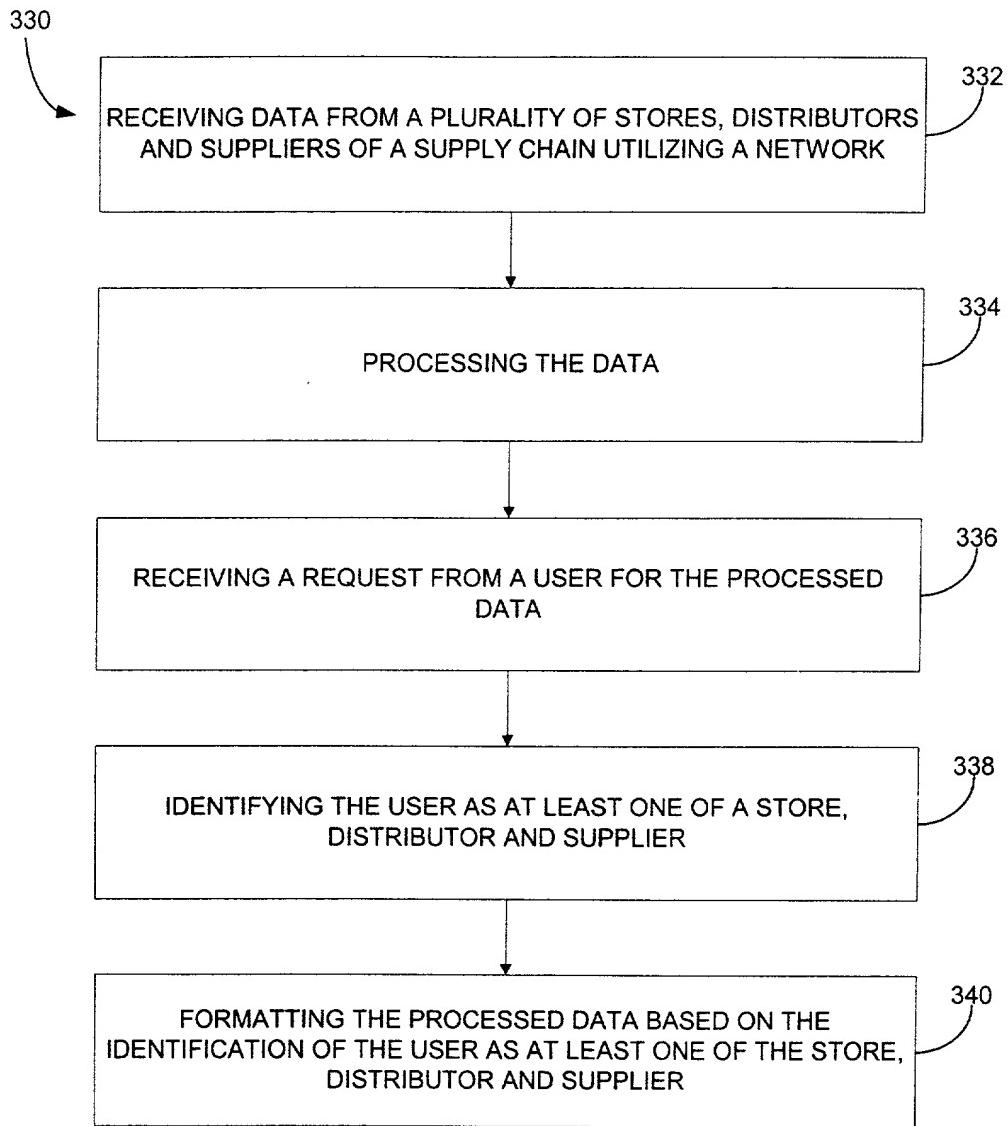
**FIG. 1A**

**FIG. 1B**





**FIG. 2**



**FIG. 3**

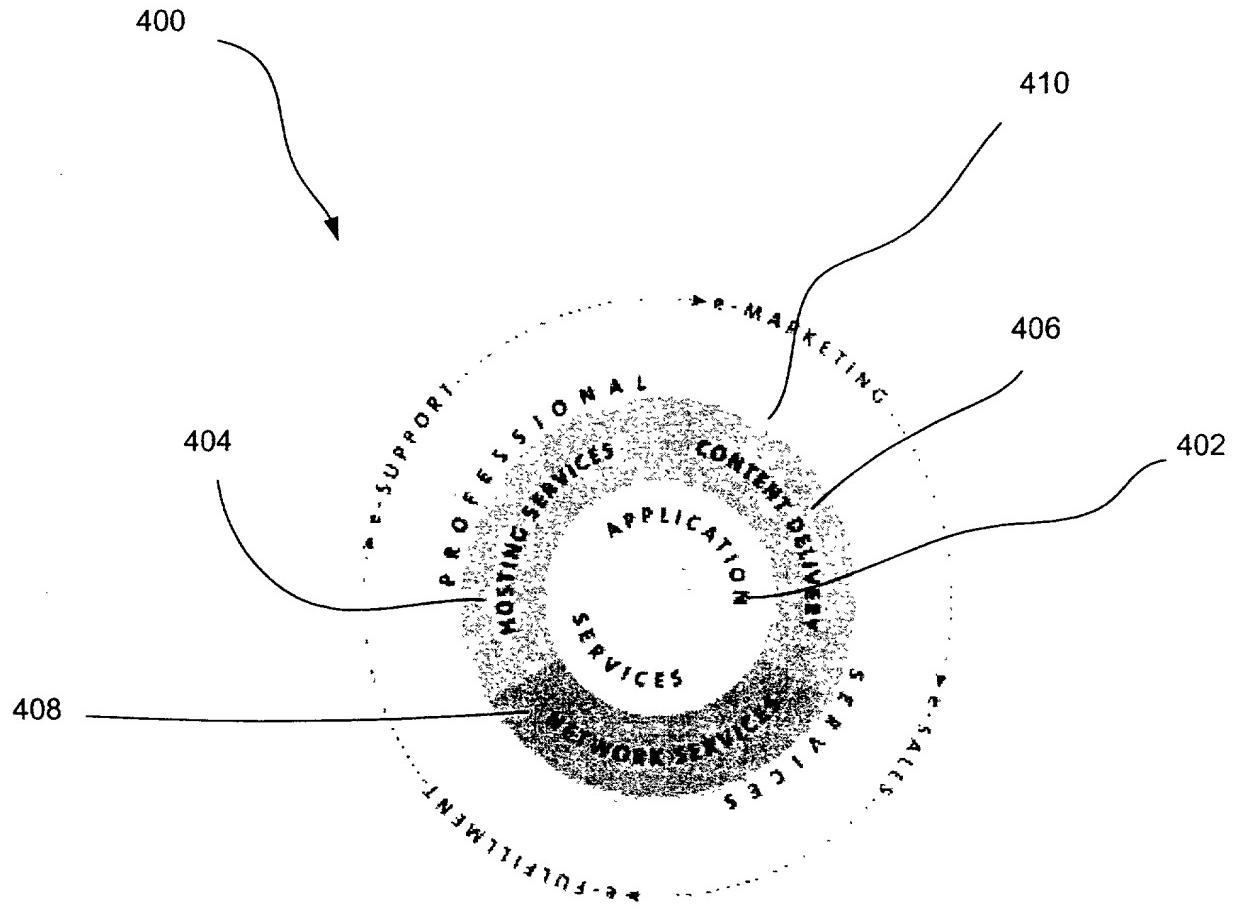
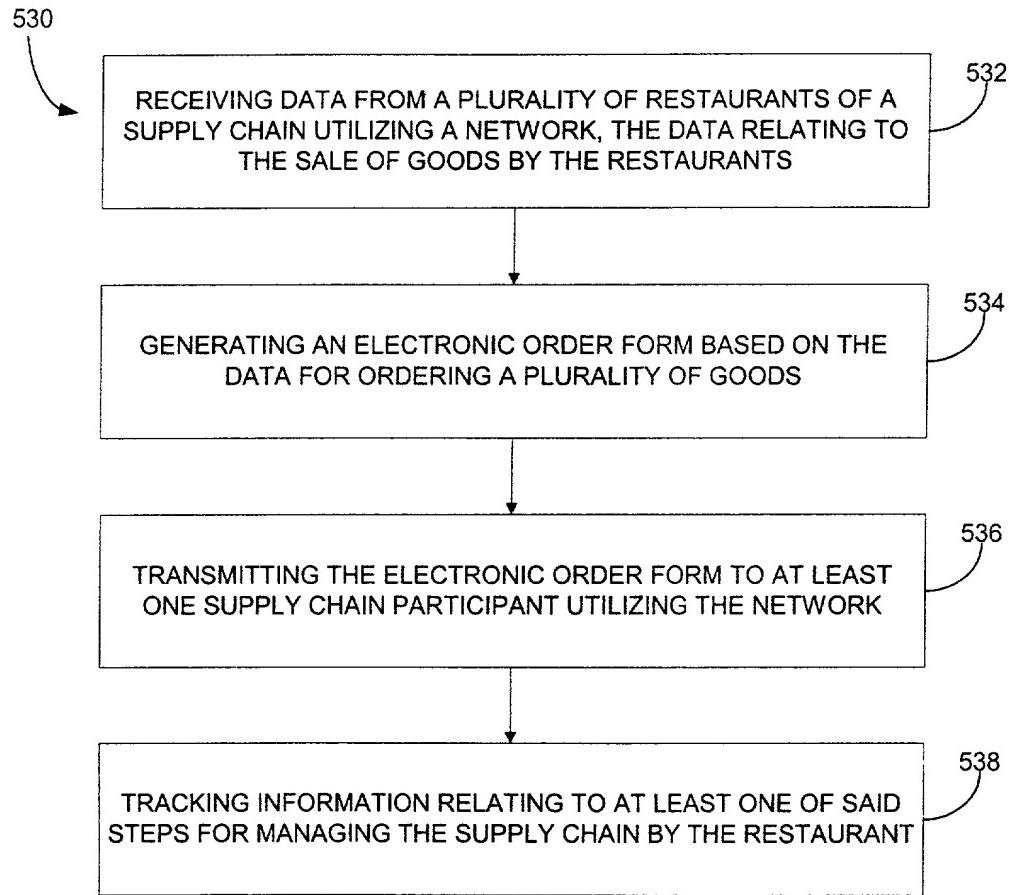
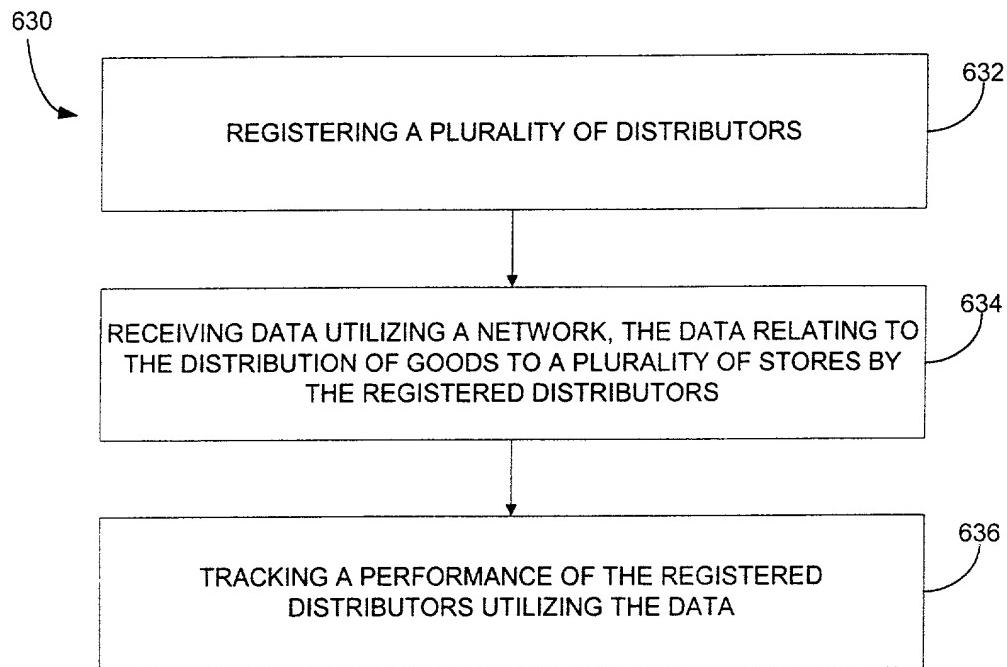


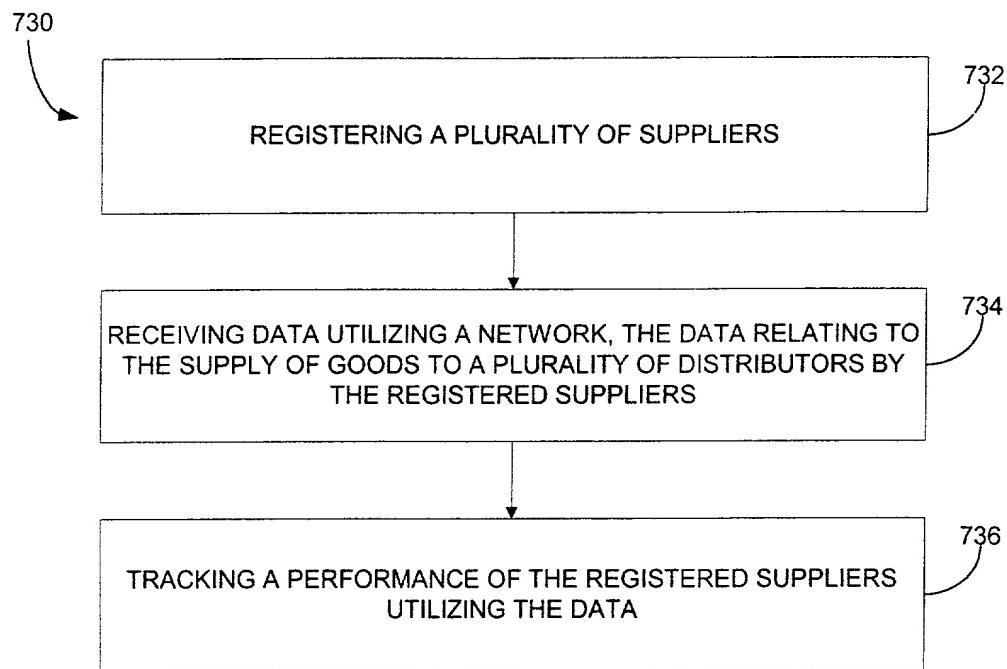
Fig. 4



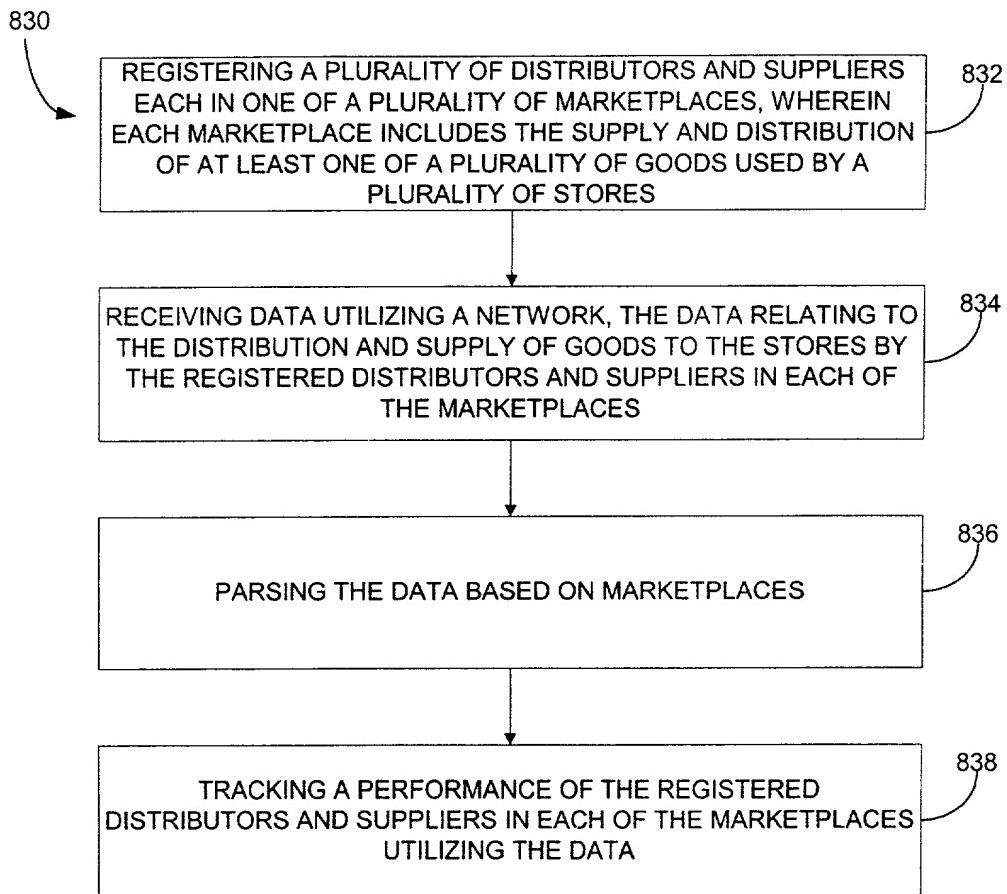
**FIG. 5**



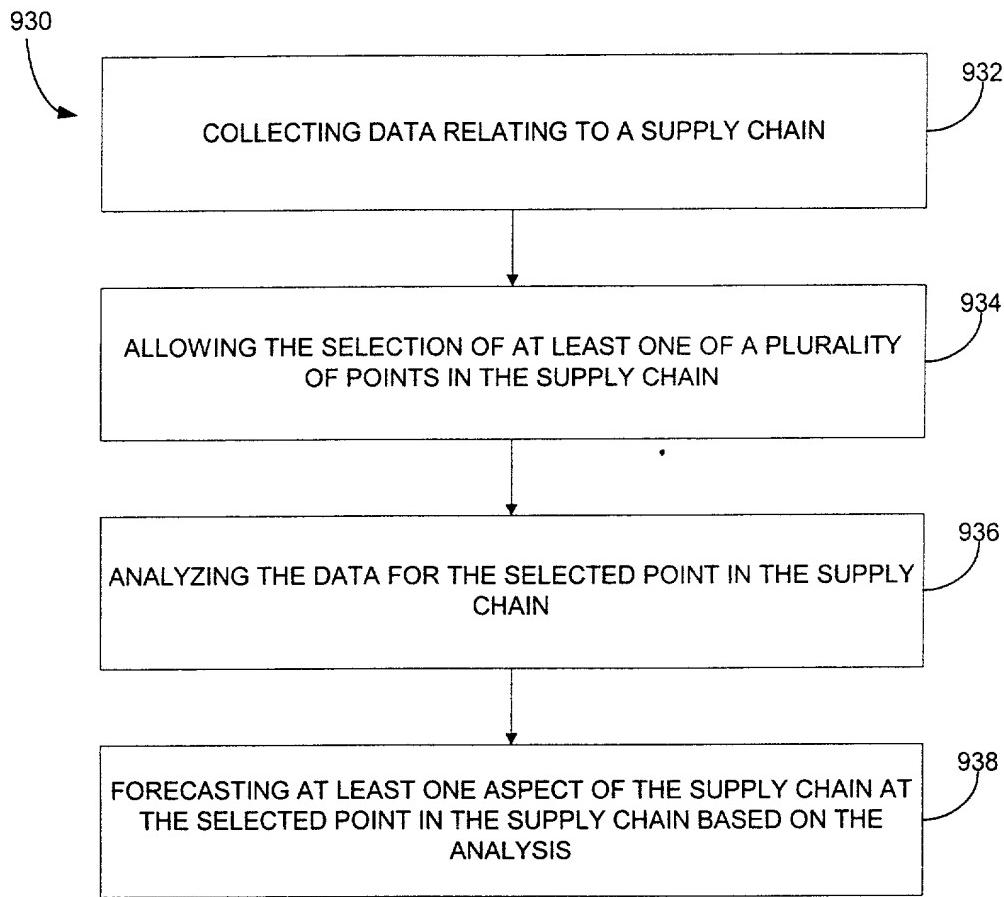
**FIG. 6**



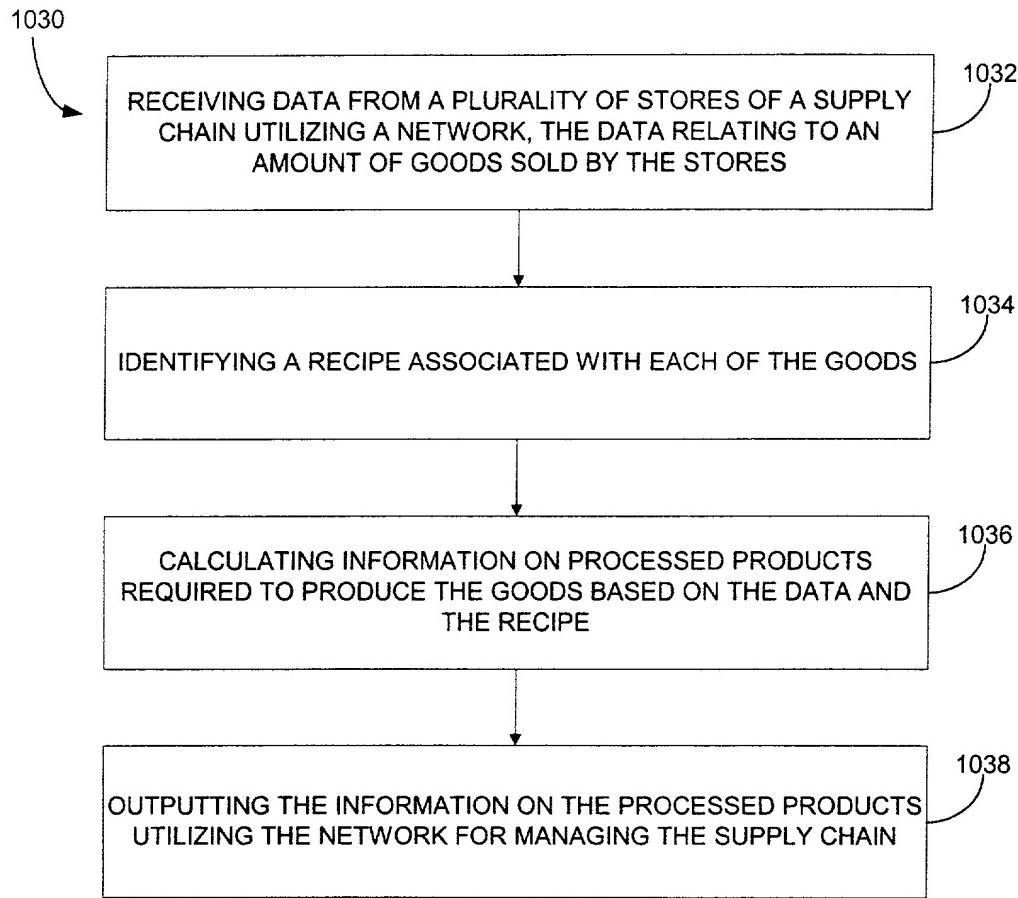
**FIG. 7**



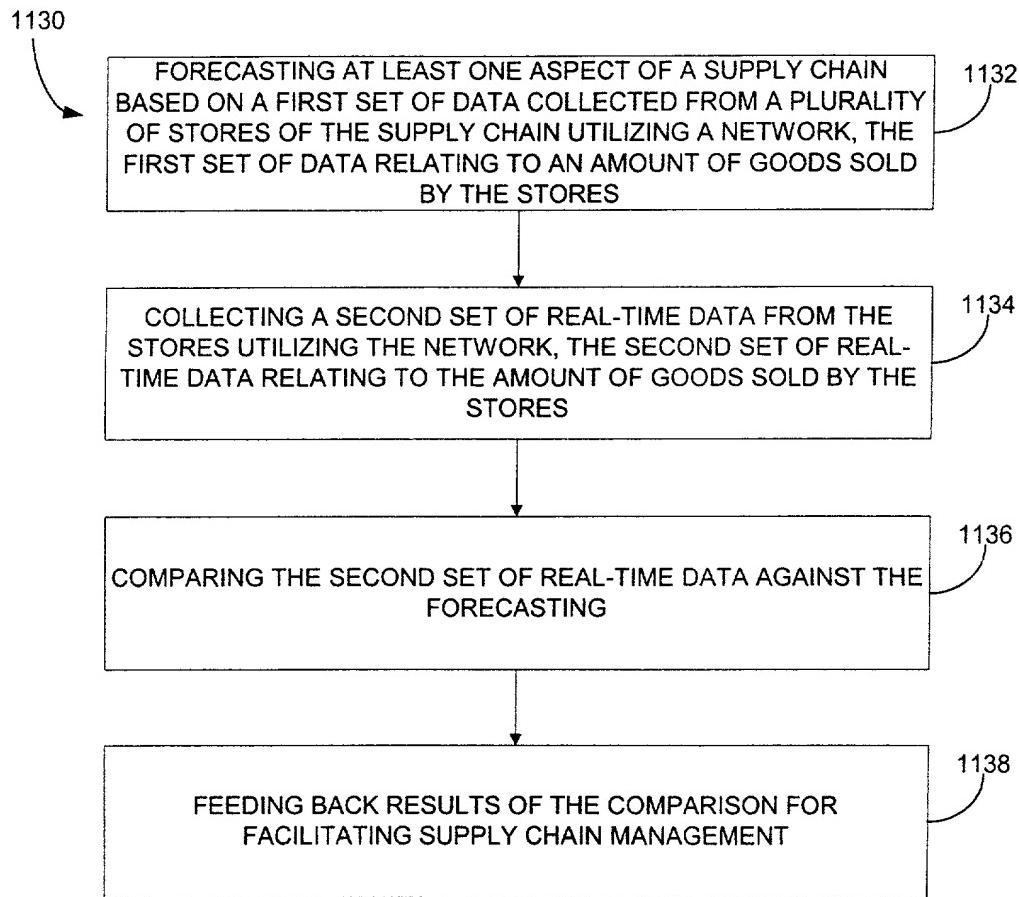
**FIG. 8**



**FIG. 9**



**FIG. 10**

**FIG. 11**

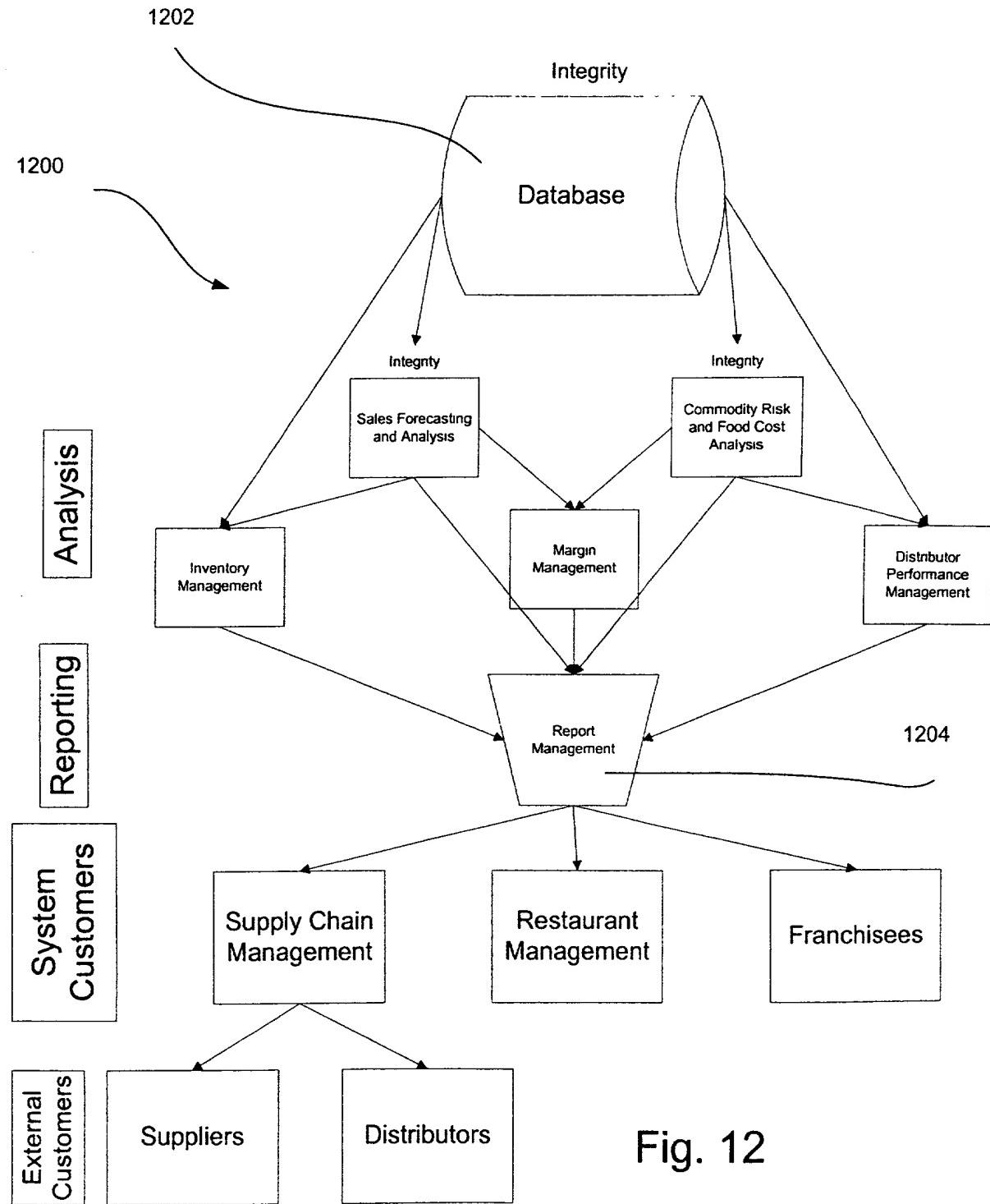
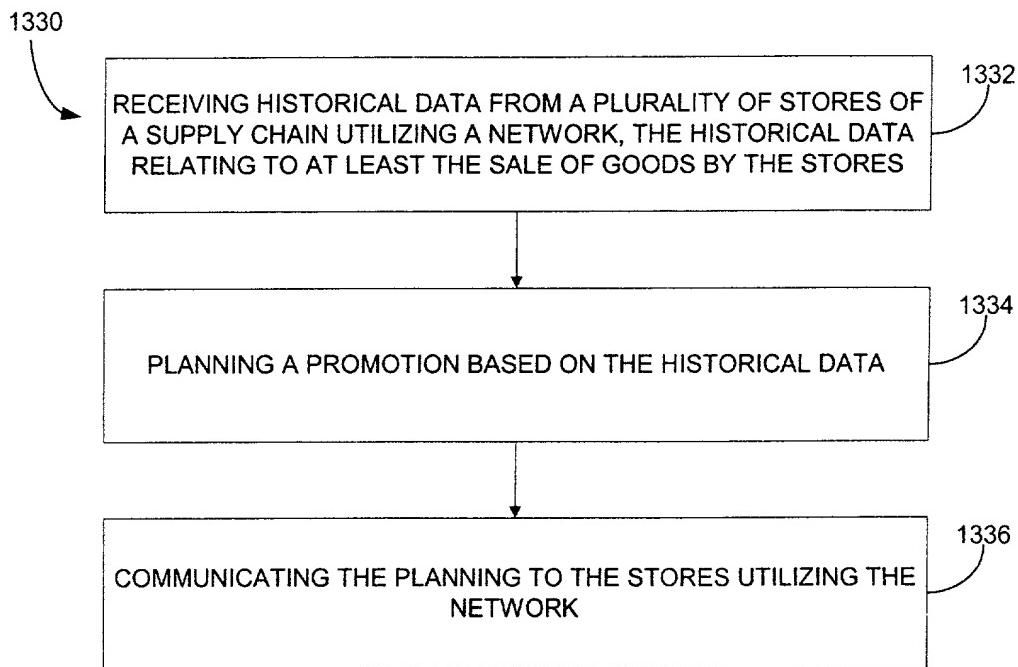
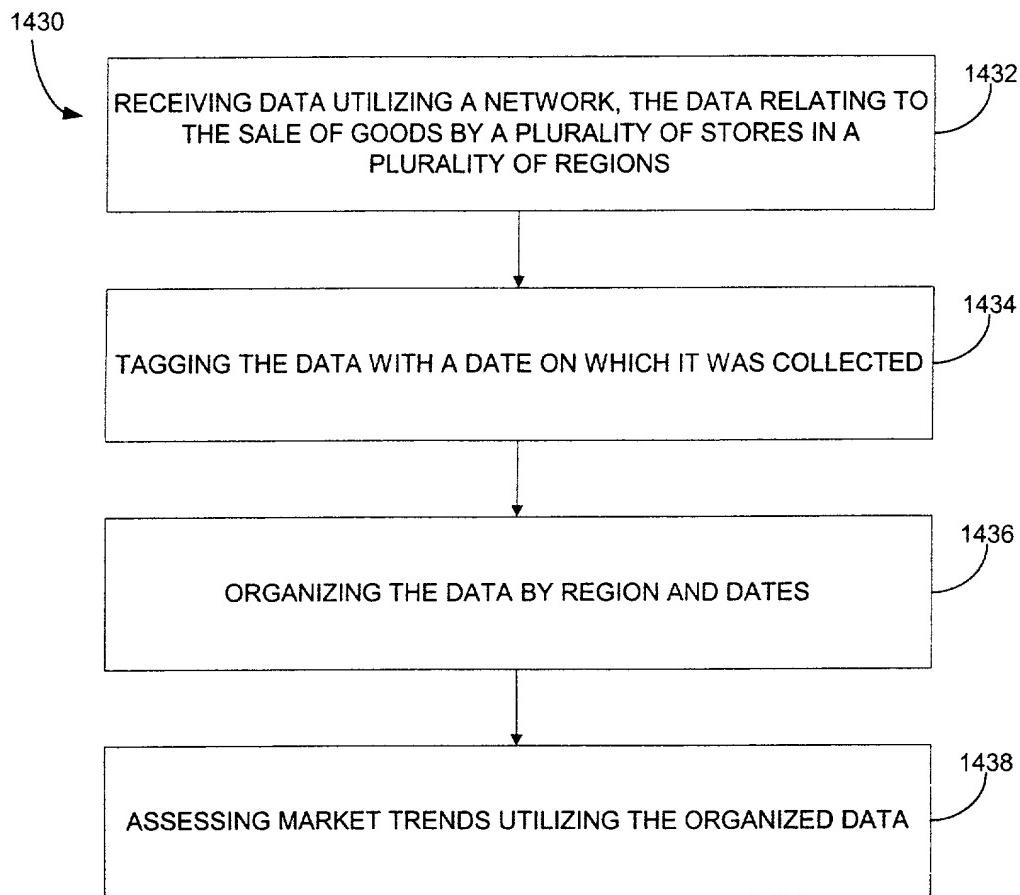


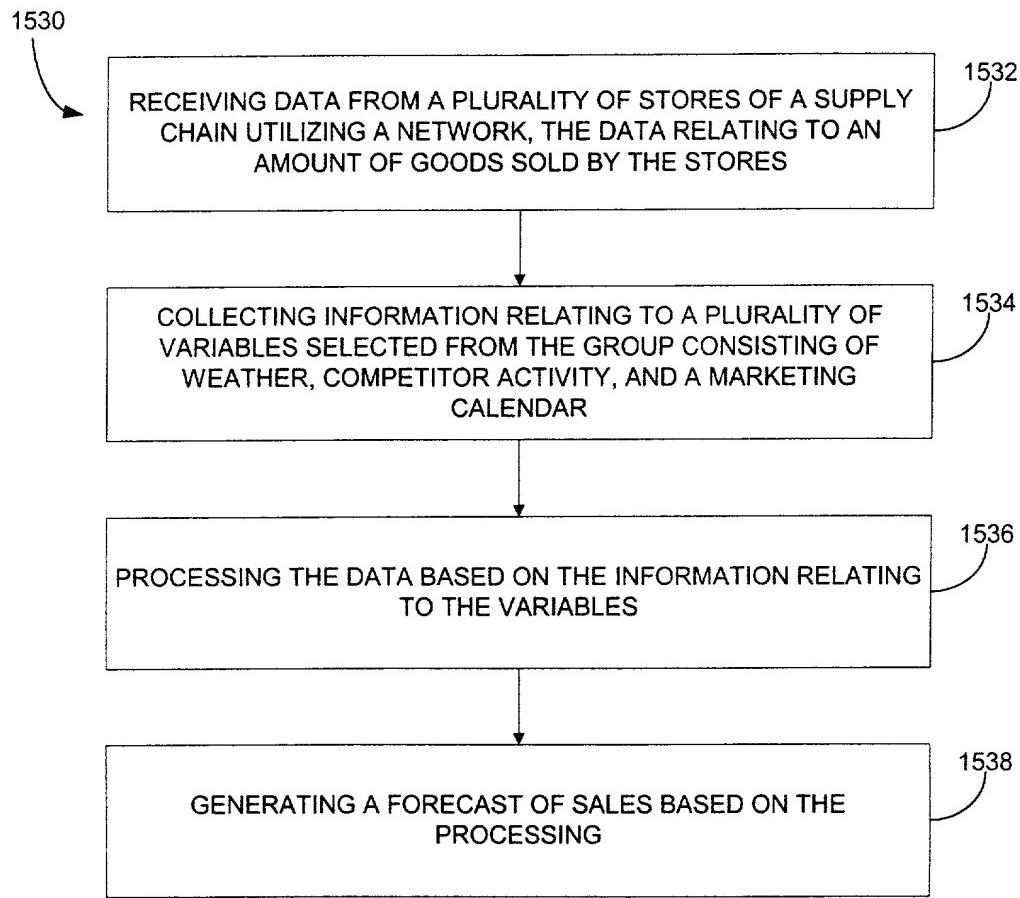
Fig. 12



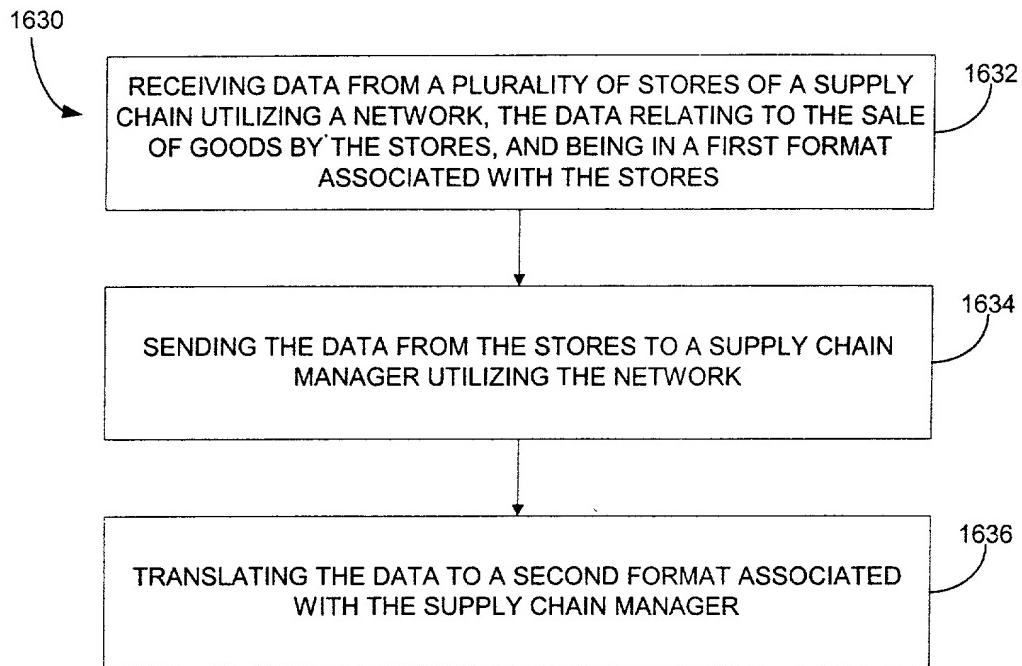
**FIG. 13**



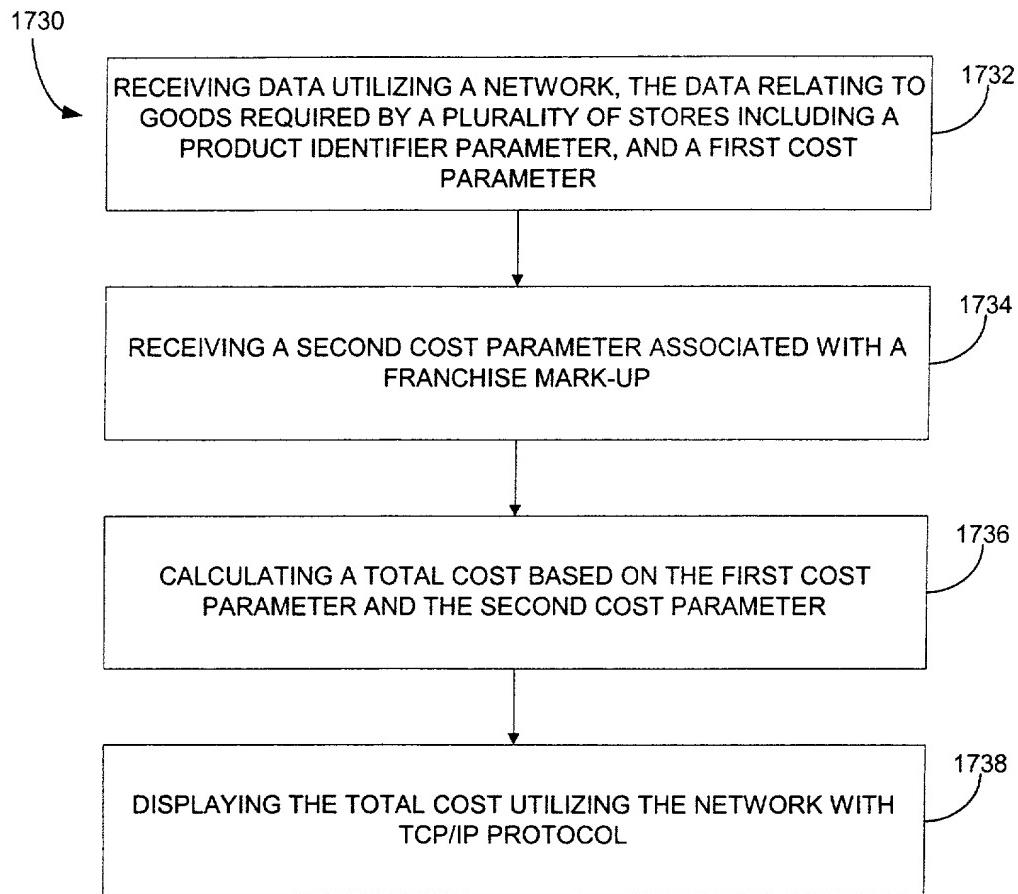
**FIG. 14**



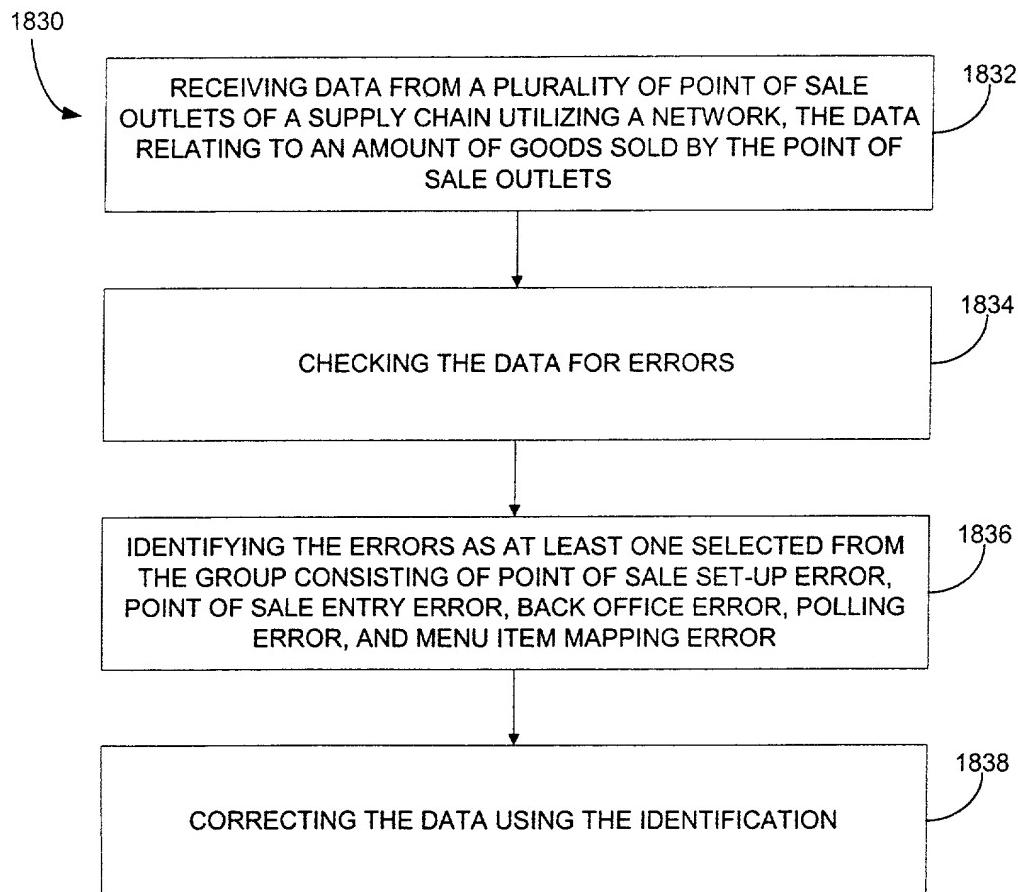
**FIG. 15**



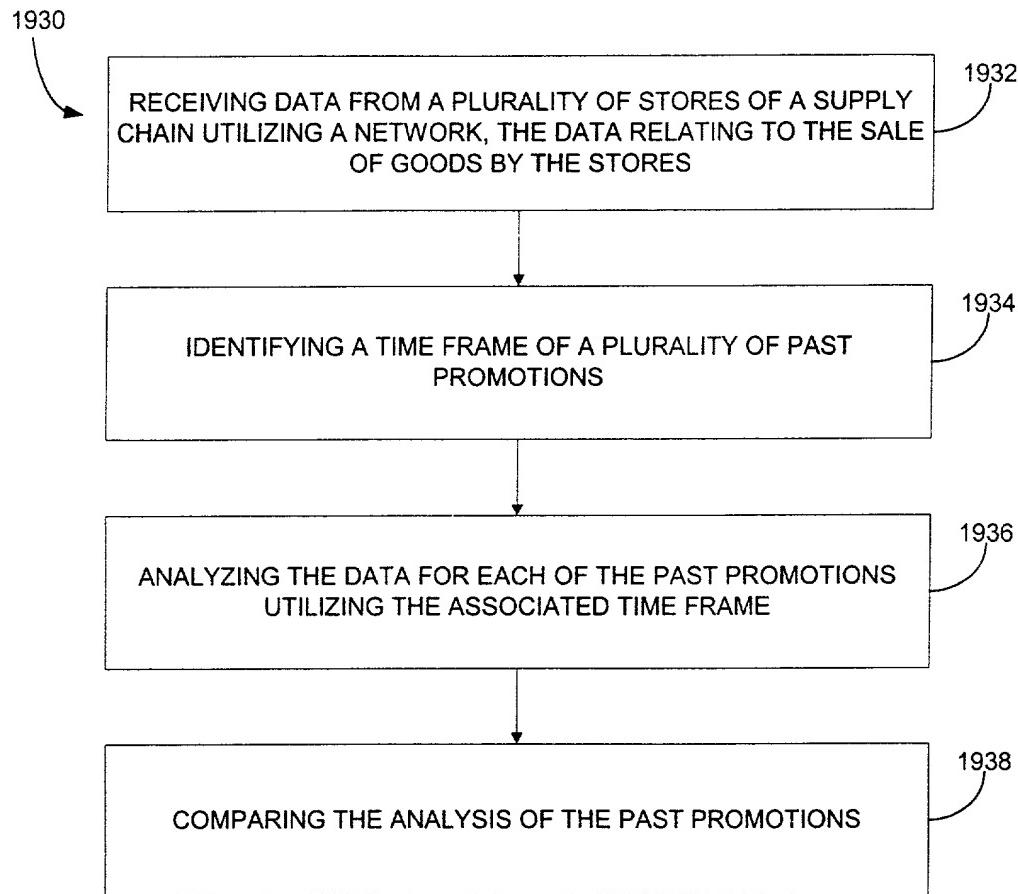
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

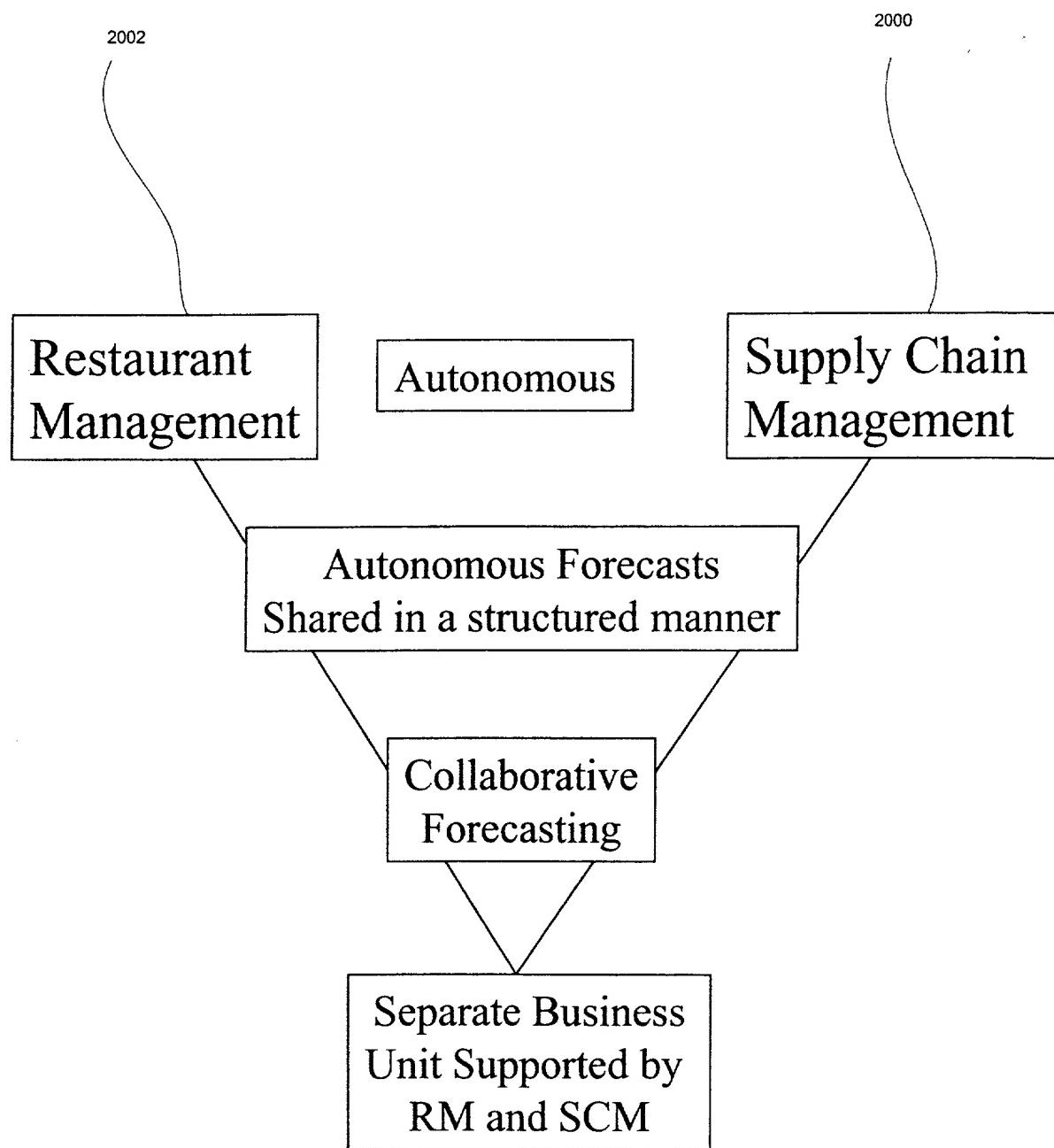
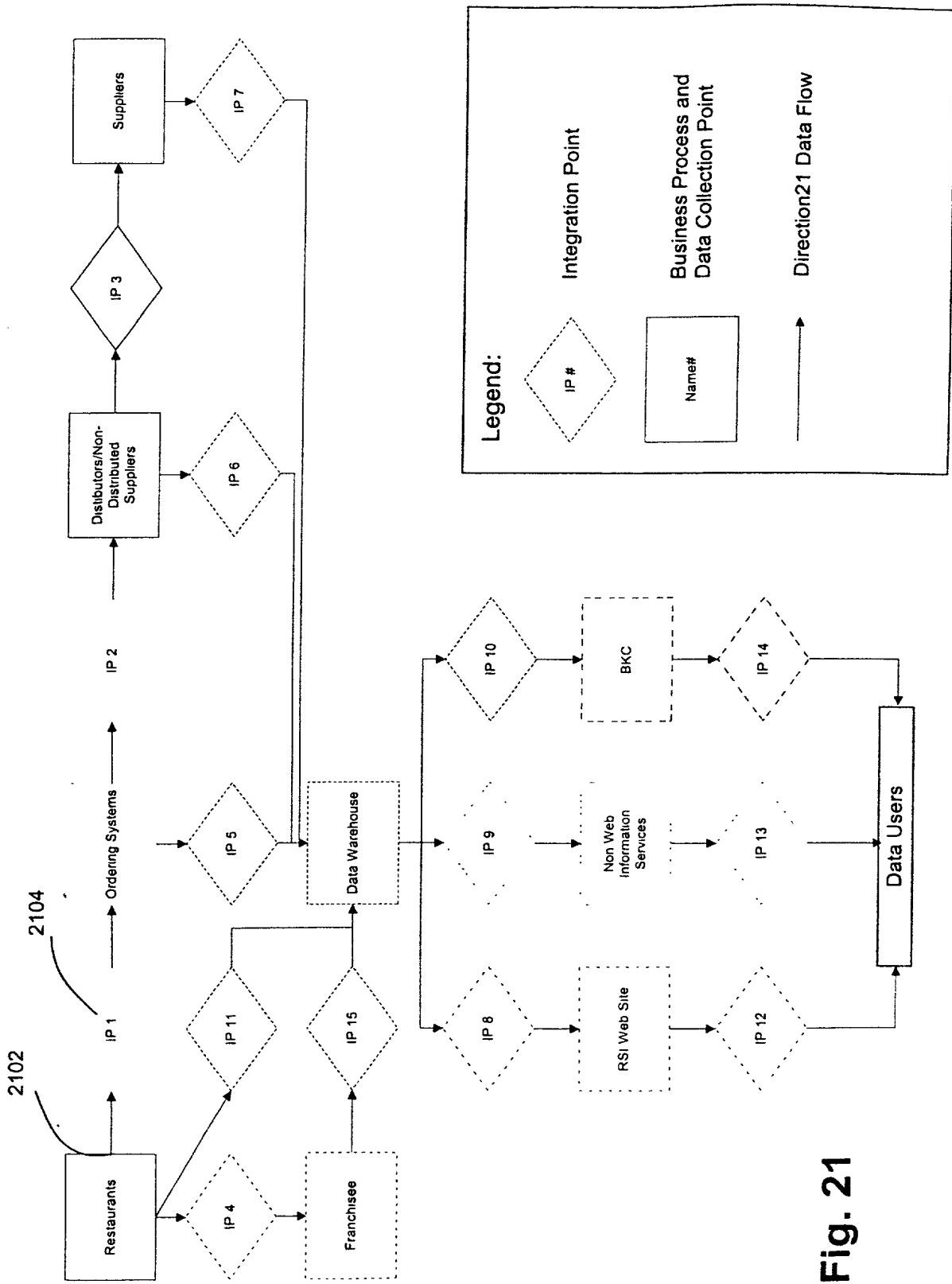


Fig. 20



**Fig. 21**

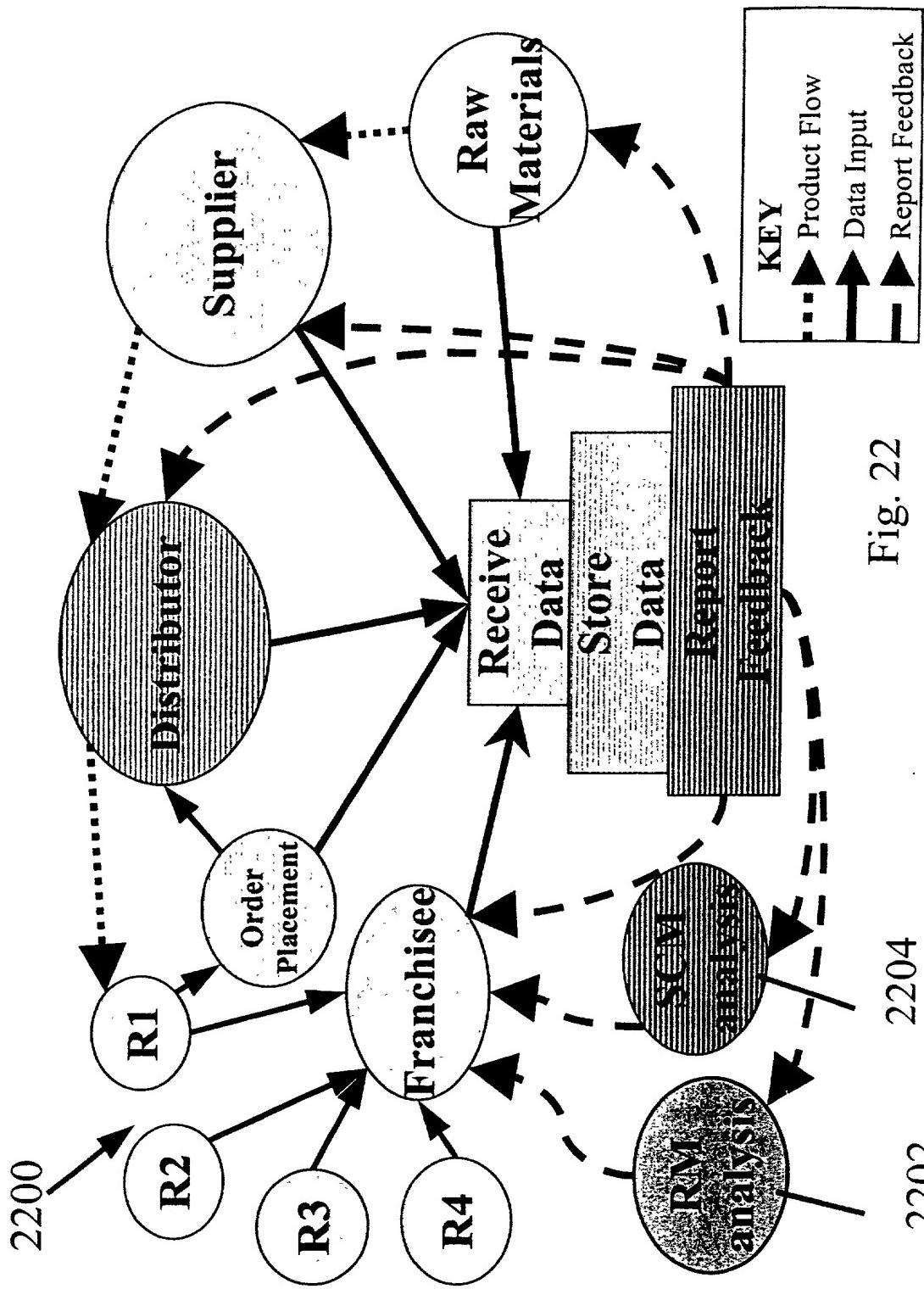
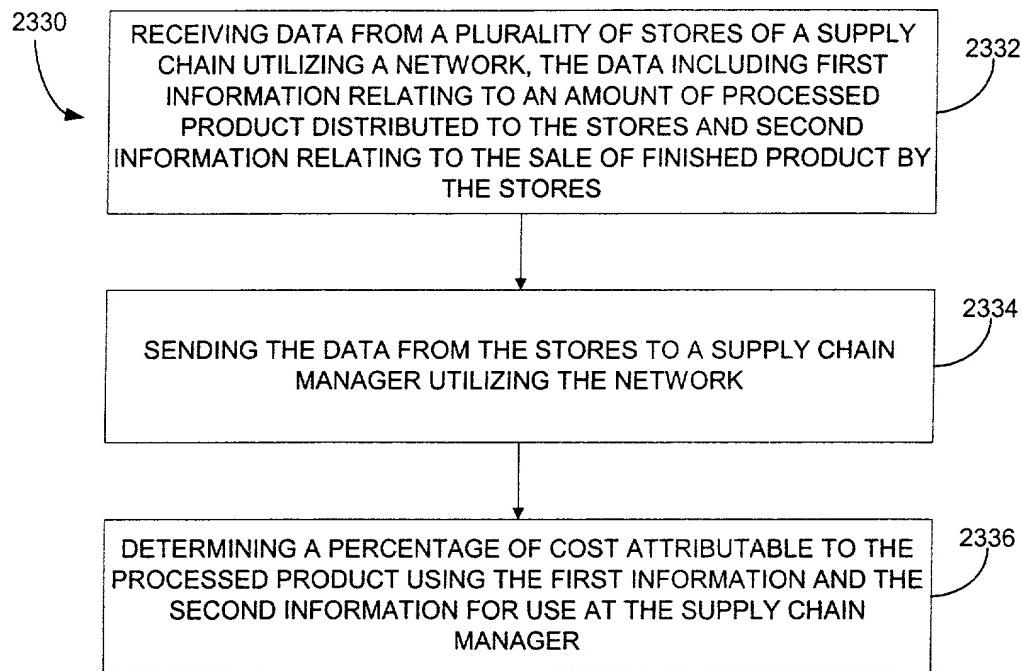


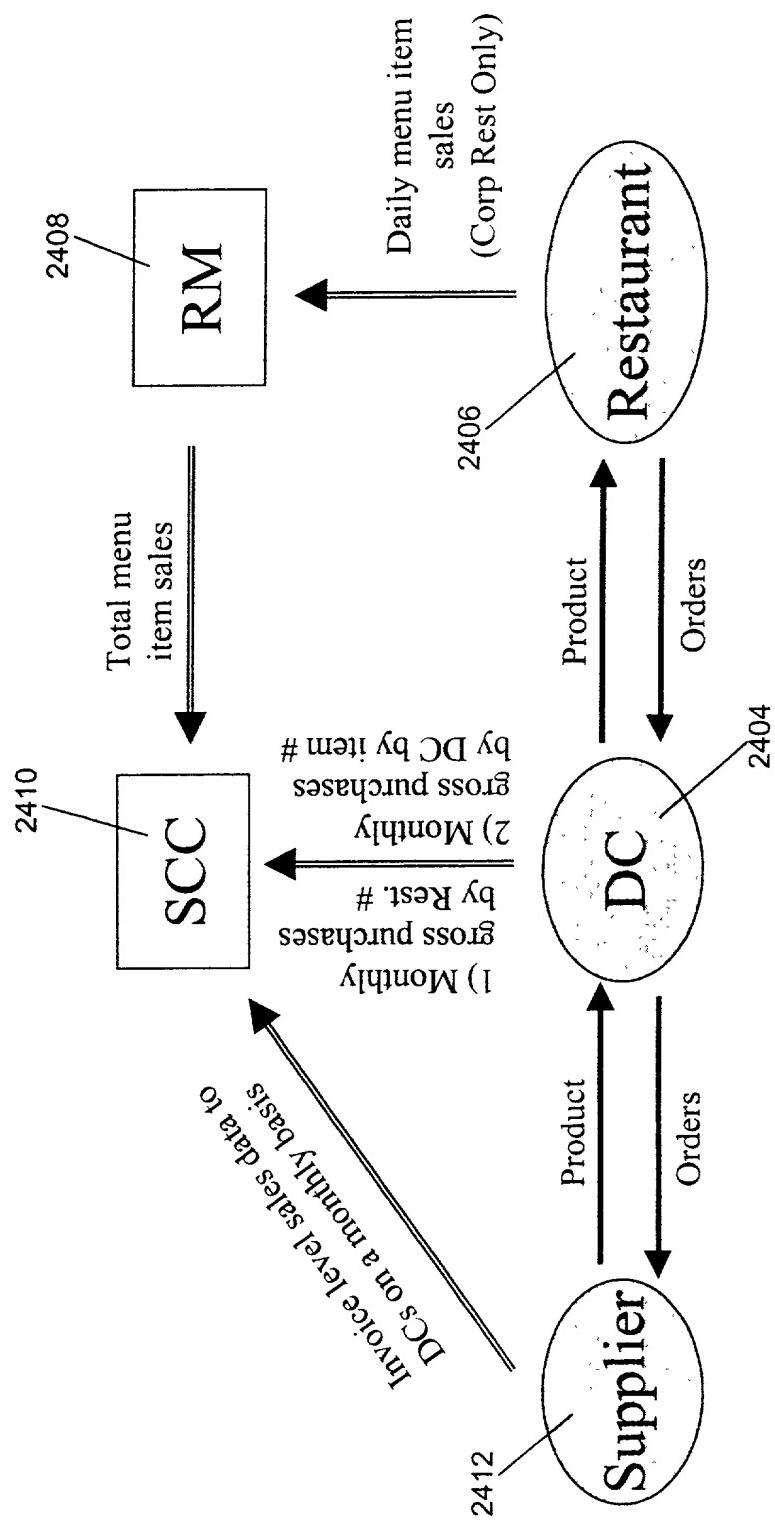
Fig. 22

2202  
2204

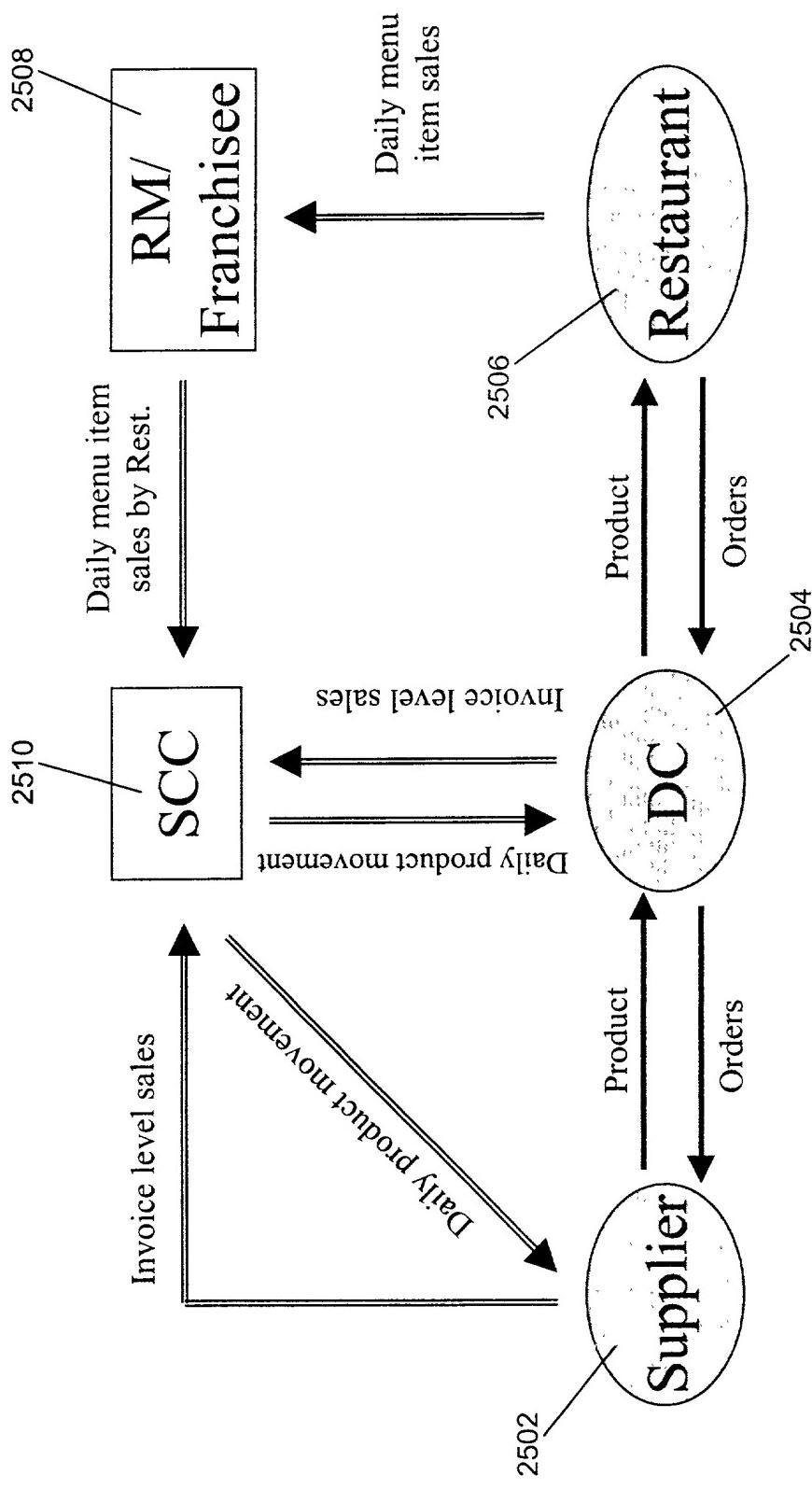


**FIG. 23**

**FIG. 24**



**FIG. 25**



Digitized by Google

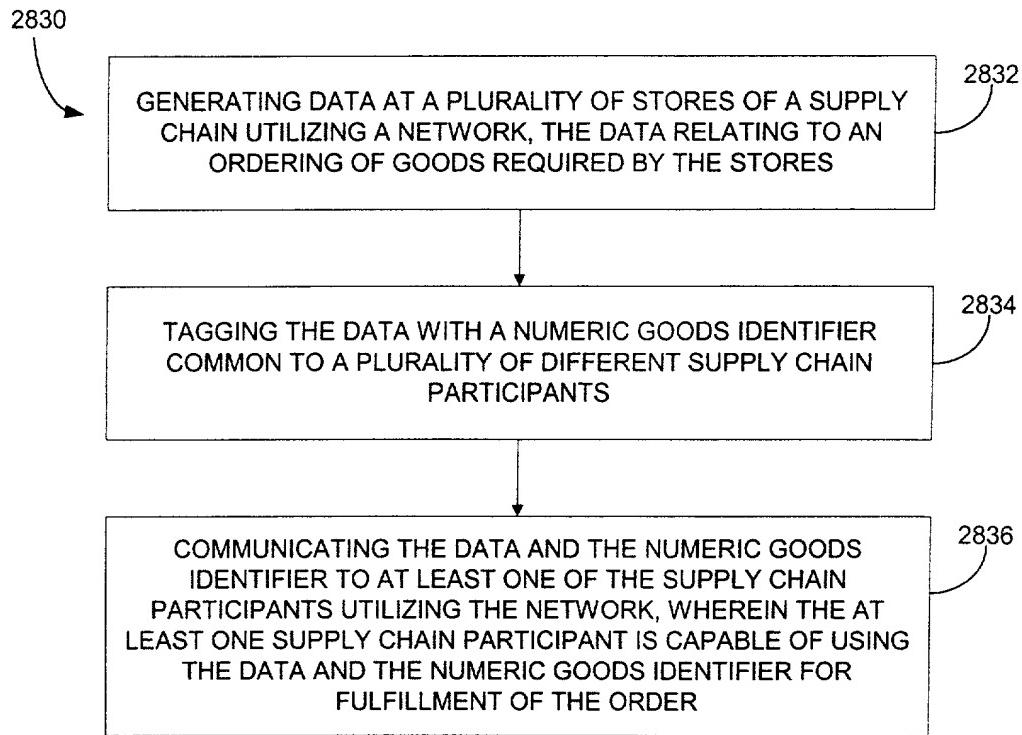
**FIG. 26**

**FIG. 27**

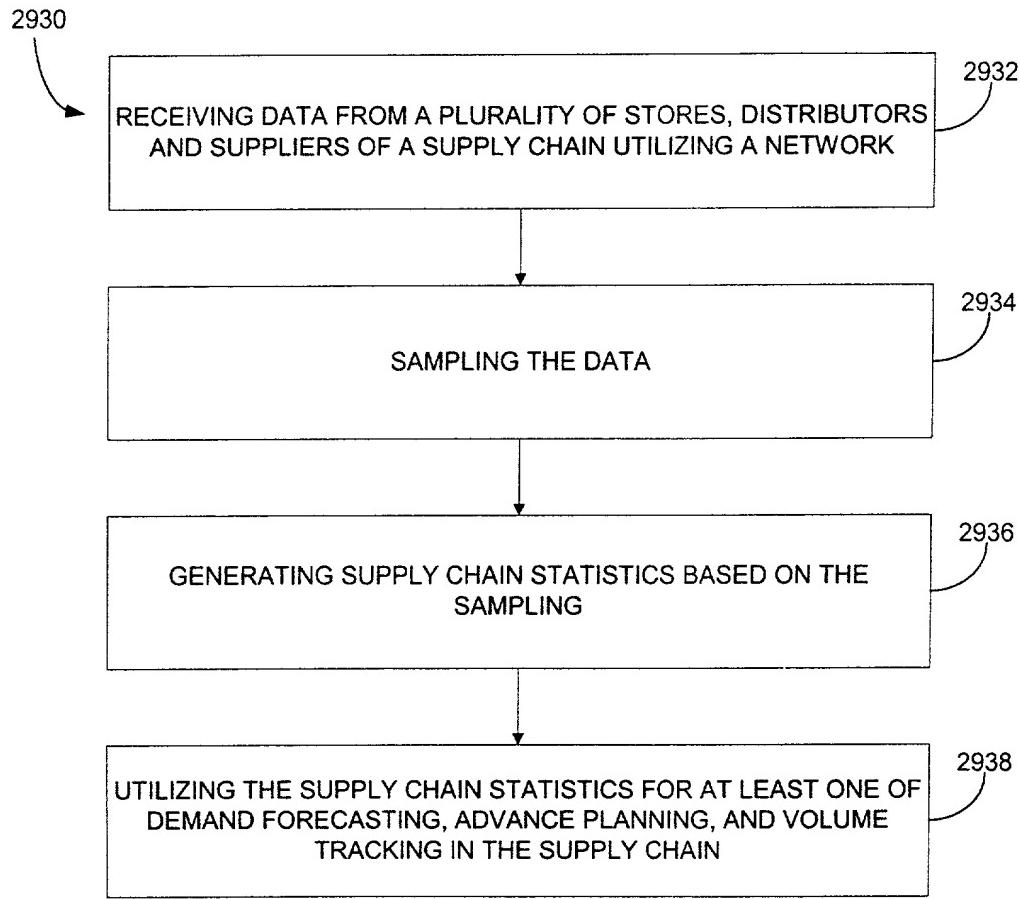
Promotional Monitor - System & Regional											
Category	Segment	History			Week #1						Total
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200 \$26,250
<b>Menu Item Sales for Key Products(units/restaurant/week)</b>											
Whopper	WHOPPERS	215	211	228	269	32	34	37	40	60	46 286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35 165
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180 137 857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275 209 1,309
<b>Variance from Expected (Highlighted Areas are Outside of Expected Range)</b>											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0% 8.0% 6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0% 9.0% 6.6%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0% 7.0% 7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3% 8.0% 6.9%

2700

2702



**FIG. 28**



**FIG. 29**

3000

Distribution Center:	Alliant Topeka
Time Period (Month/Yr):	Jun-00

**Delivery Order Fill Rate**

3002

Total Cases Ordered:	65712
----------------------	-------

Operations:	Cases:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overshook and Not Returned	Total Operations
Cases:	154	68	62	284			568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%	

3004

Purchasing:	Cases:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70	1060		
Percent:	1.51%	0.11%	0.00%	1.61%	

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

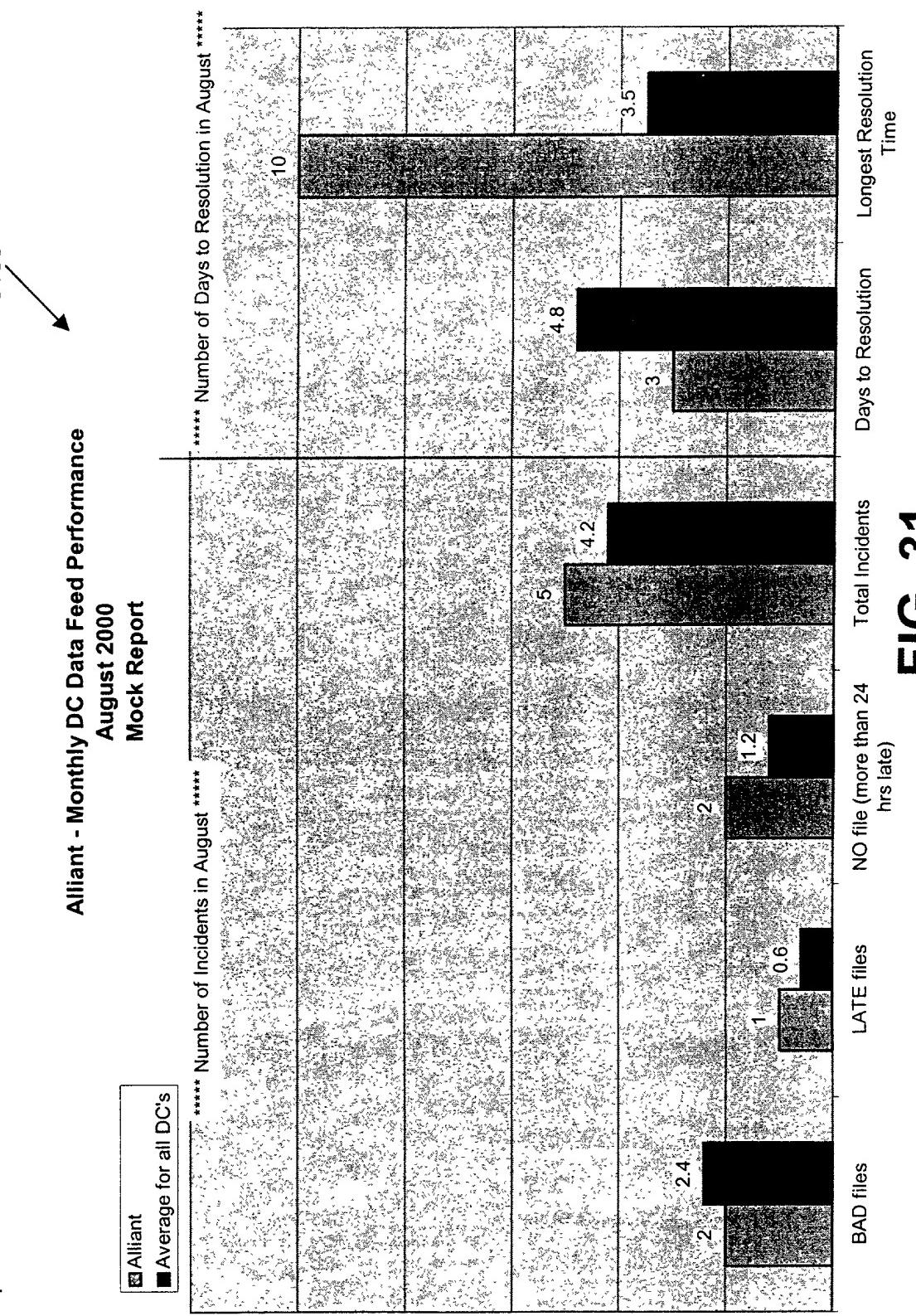
**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

7 0 9 0 2 0 0 2 4 0 2 1 2 6 0

3100



**FIG. 31**

7/29/2010 3:40:36



## Service Level Reporting August

3200

	Fill Rate	On Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka	99.05%		
Alliant Wixom	99.34%		78.70%
King-Atlanta			
King-Jacksonville			
King-Louisville			
Maines 29-Corinth	99.41%		79.25%
Maines 30-Cleveland			
Maines Long Island	99.41%		
Maines New England	99.13%		79.83%
MBM Fullerton			#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!		#DIV/0!
Nicholas & Co.			
PPD Supply	99.18%		
PFG Victoria	99.42%		#DIV/0!
PVA/Monarch			99.20%
Reinhart-Cedar Rapids			99.06%
Reinhart-Oak Creek			99.31%
Reinhart-Rogers			
Restaurants NW	99.03%		80.17%
Shamrock Commerce City			85.3%
Shamrock Phoenix	98.81%		
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK	
Didn't meet RSI Min	
Didn't meet BKC Min	

**FIG. 32**

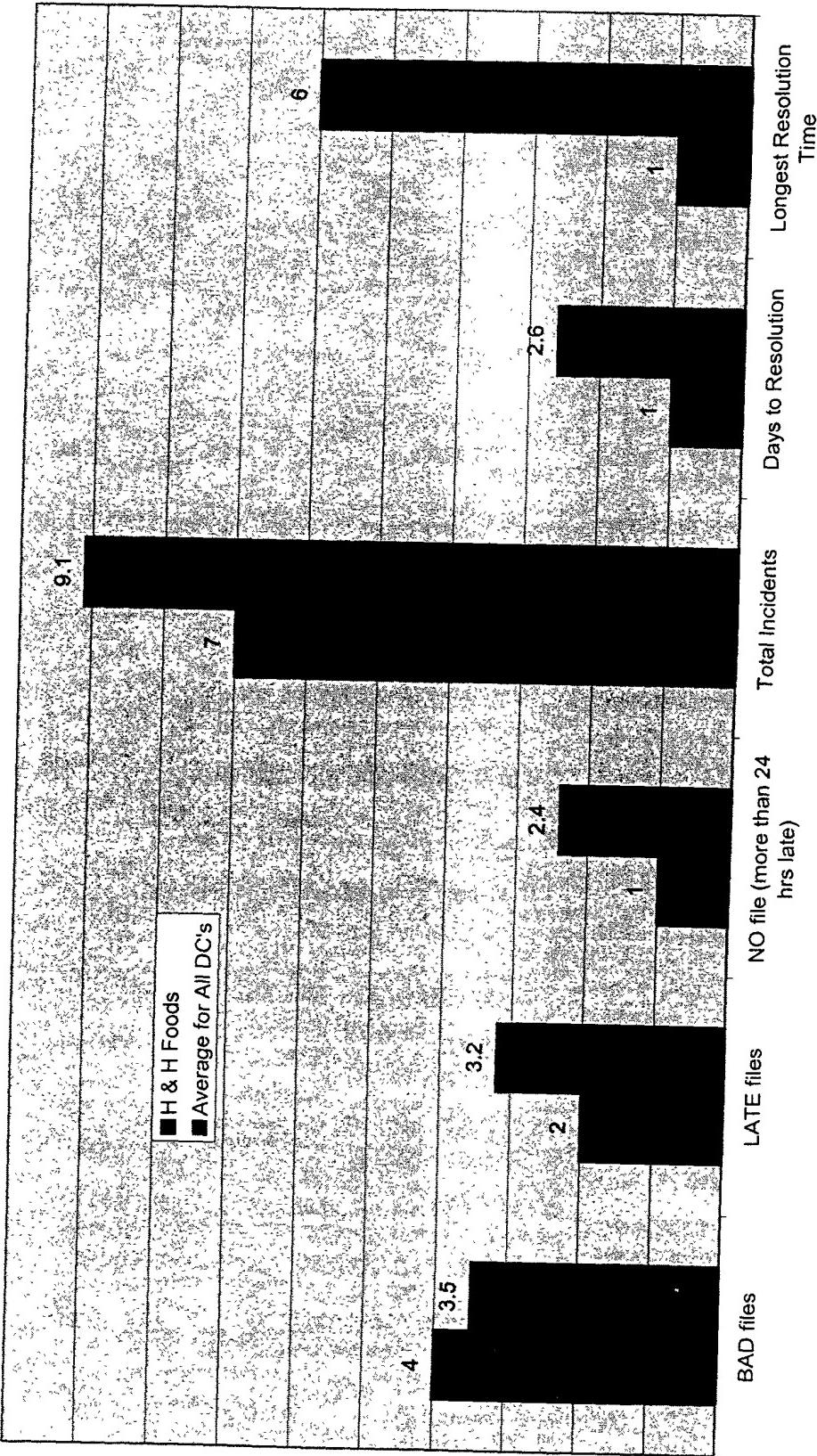
**FIG. 33**

<b>Vendor:</b>	XYZ Company						
<b>Time Period:</b>	Aug-00						
<b>Delivery Statistics:</b>	<p>3300</p> <table border="1"> <tr><td>4</td></tr> <tr><td>95%</td></tr> <tr><td>1.7</td></tr> <tr><td>95%</td></tr> <tr><td>0.93</td></tr> </table>	4	95%	1.7	95%	0.93	
4							
95%							
1.7							
95%							
0.93							
<b>Inventory Management:</b>	<p>3300</p> <table border="1"> <tr><td>Average Days On Hand</td></tr> <tr><td>SKU #1</td></tr> <tr><td>SKU #2</td></tr> <tr><td>Max Days On Hand</td></tr> <tr><td>SKU #1</td></tr> <tr><td>SKU #2</td></tr> </table>	Average Days On Hand	SKU #1	SKU #2	Max Days On Hand	SKU #1	SKU #2
Average Days On Hand							
SKU #1							
SKU #2							
Max Days On Hand							
SKU #1							
SKU #2							
<b>Invoice, Payment and Pricing:</b>	<p>3300</p> <table border="1"> <tr><td>12</td></tr> <tr><td>\$ 30,152</td></tr> <tr><td>\$ 3,594</td></tr> <tr><td>\$ 33,746</td></tr> </table>	12	\$ 30,152	\$ 3,594	\$ 33,746		
12							
\$ 30,152							
\$ 3,594							
\$ 33,746							
<b>Invoice Accuracy:</b>	<table border="1"> <tr><td>97.25%</td></tr> <tr><td>99.00%</td></tr> <tr><td>92.34%</td></tr> </table>	97.25%	99.00%	92.34%			
97.25%							
99.00%							
92.34%							
<b>Days for Payment</b>	12						
<b>Monthly FOB Variance</b>	\$ 30,152						
<b>Monthly Freight Variance</b>	\$ 3,594						
<b>Monthly Total Variance</b>	\$ 33,746						
<b>Monthly Carrying Cost</b>							
<b>SKU #1</b>	\$ 42,513						
<b>SKU #2</b>	\$ 12,589						
<b>Average as % FOB</b>	1.25%						

**FIG. 34**

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400



**FIG. 35**

**Service Level Reporting  
November - Mock Report**

Supplier	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$0.00	100%	0.00%
COMARK INSTRUMENTS, INC.	\$0.00	100%	0.00%
WHITEFORD FOODS, INC.	\$0.00	100%	0.00%
LEPAGE BAKERY / COUNTRY KITCHEN	\$0.00	100%	0.00%
NCR SYSTEMEDIA	\$0.00	100%	0.00%
SIGNATURE MEATS GROUP	\$0.00	100%	0.00%
SCHWEBEL'S BAKING CO.	\$0.00	100%	0.00%
MAUI CUP	\$0.00	100%	0.00%
MIRA PLASTICS	\$0.00	100%	0.00%
DIXIE PRODUCE & PACKAGING	\$0.00	100%	0.00%
NOR-LAKE, INC.	\$0.00	100%	0.00%
FORT JAMES OPERATING COMPANY	\$0.00	100%	0.00%
FRESH ADVANTAGE, KC	\$0.00	100%	0.00%
SILVER KING MN. CORP.	\$0.00	100%	0.00%
TYSON FOODS	\$0.00	100%	0.00%
READY ACCESS	\$0.00	100%	0.00%
GEORGIA PACIFIC TISSUE	\$0.00	100%	0.00%
CLOUGHERTY PACKING	\$0.00	100%	0.00%
BEVERAGE-AIR	\$0.00	100%	0.00%
COMPONENT HARDWARE GROUP, INC.	\$0.00	100%	0.00%
COCA-COLA USA	\$0.00	100%	0.00%
TOASTMASTER	\$0.00	100%	0.00%
GRANT COUNTY FOODS	\$0.00	100%	0.00%
FRESH EXPRESS	\$0.00	100%	0.00%
TAYLOR FARMS	\$0.00	100%	0.00%
MODULAR DISPENSING SYSTEM	\$0.00	100%	0.00%
CENTURY PRODUCTS, LLC	\$0.00	100%	0.00%
ROSE PACKING COMPANY	\$0.00	100%	0.00%

Supplier	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



3500

3600

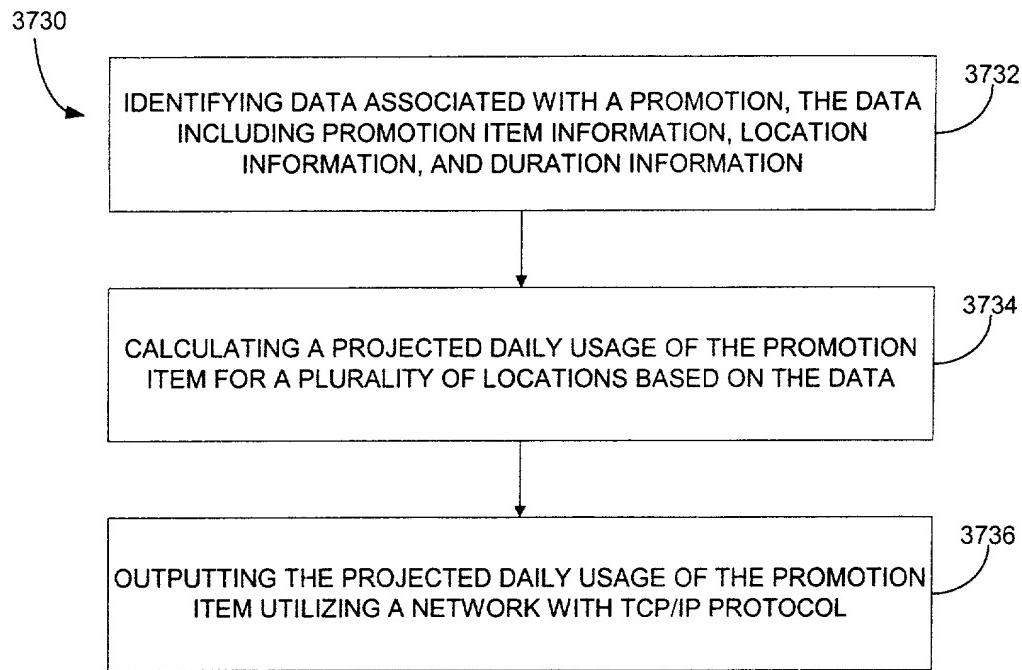
## Mock Report/1

	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i><b>Food Cost Index</b></i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i><b>Total Dollar Purchases (in Millions) /2</b></i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

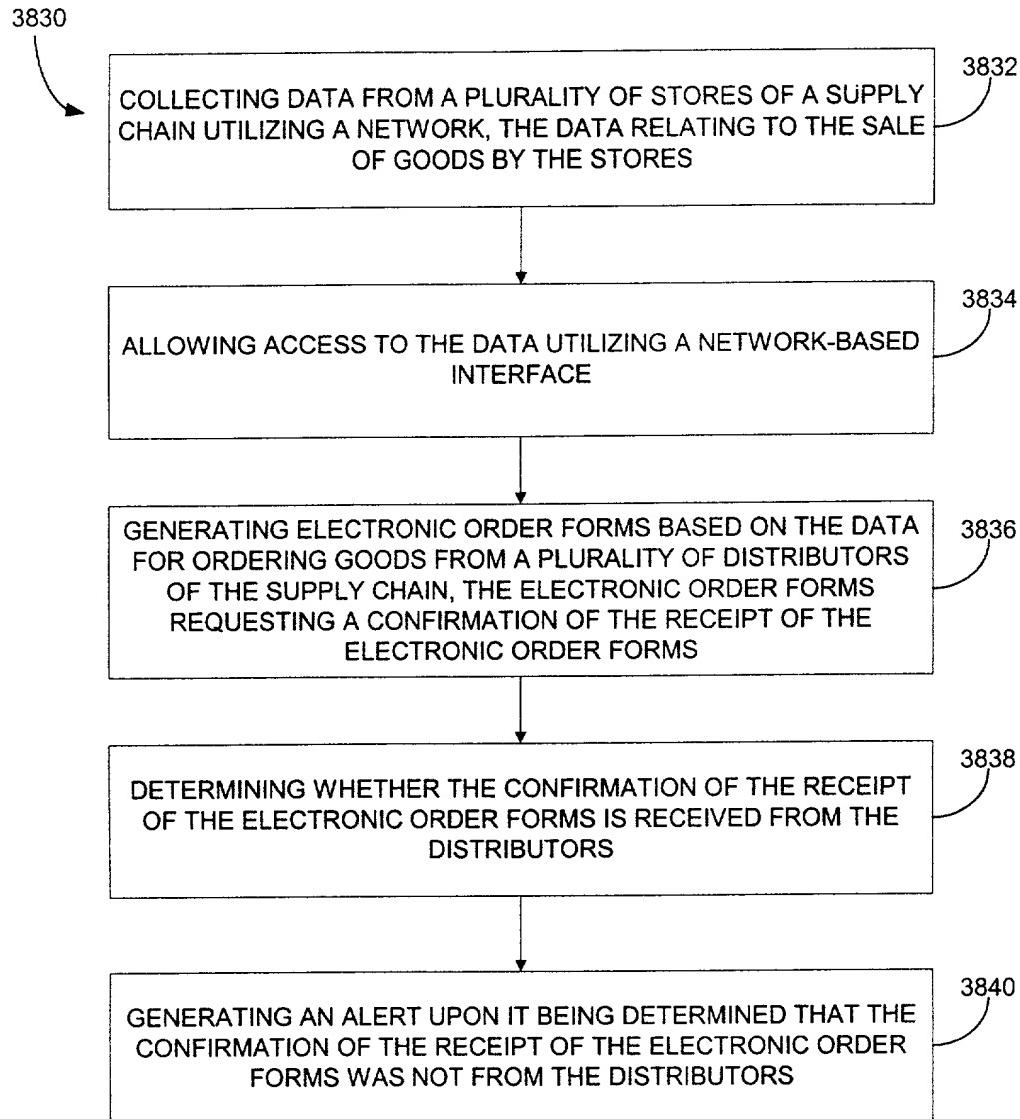
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

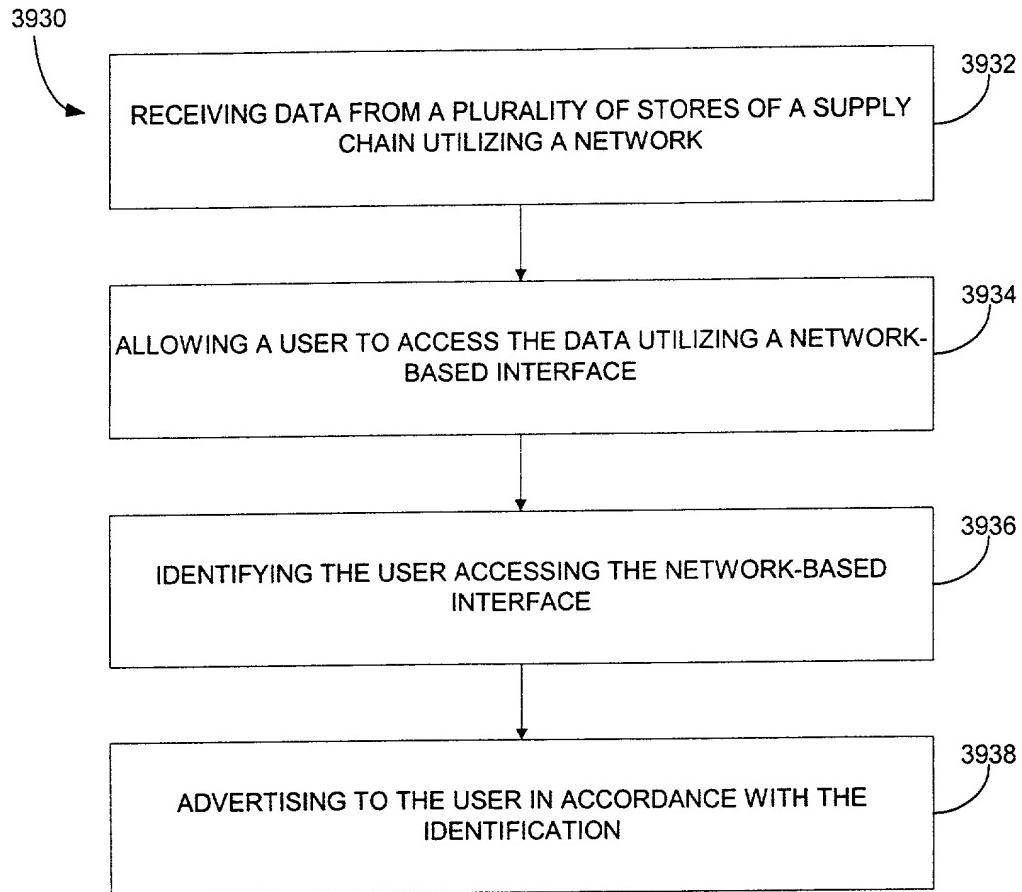
## FIG. 36



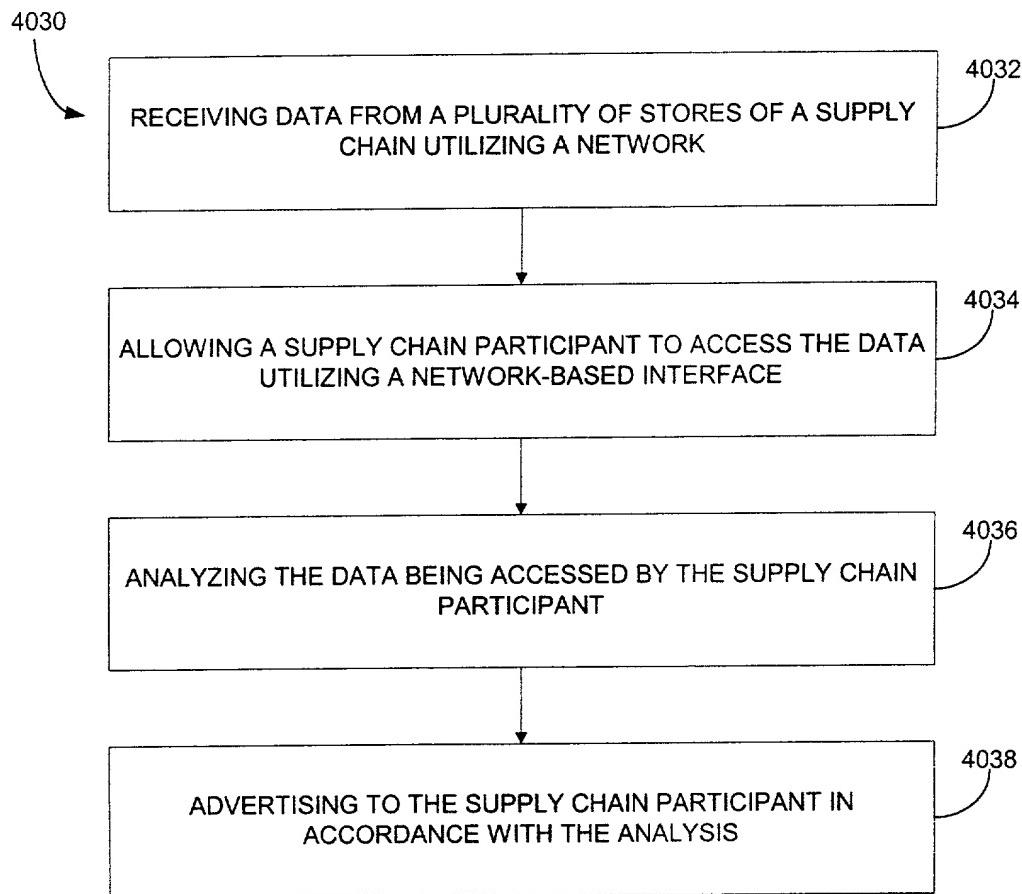
**FIG. 37**



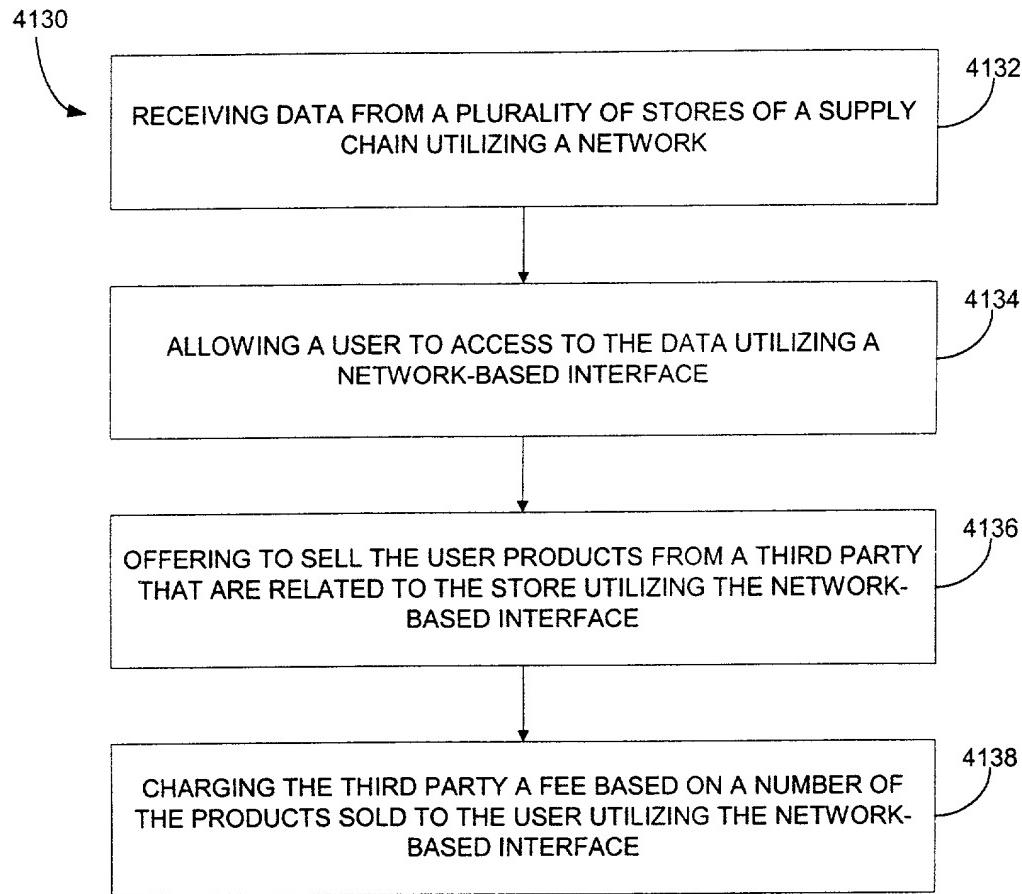
**FIG. 38**



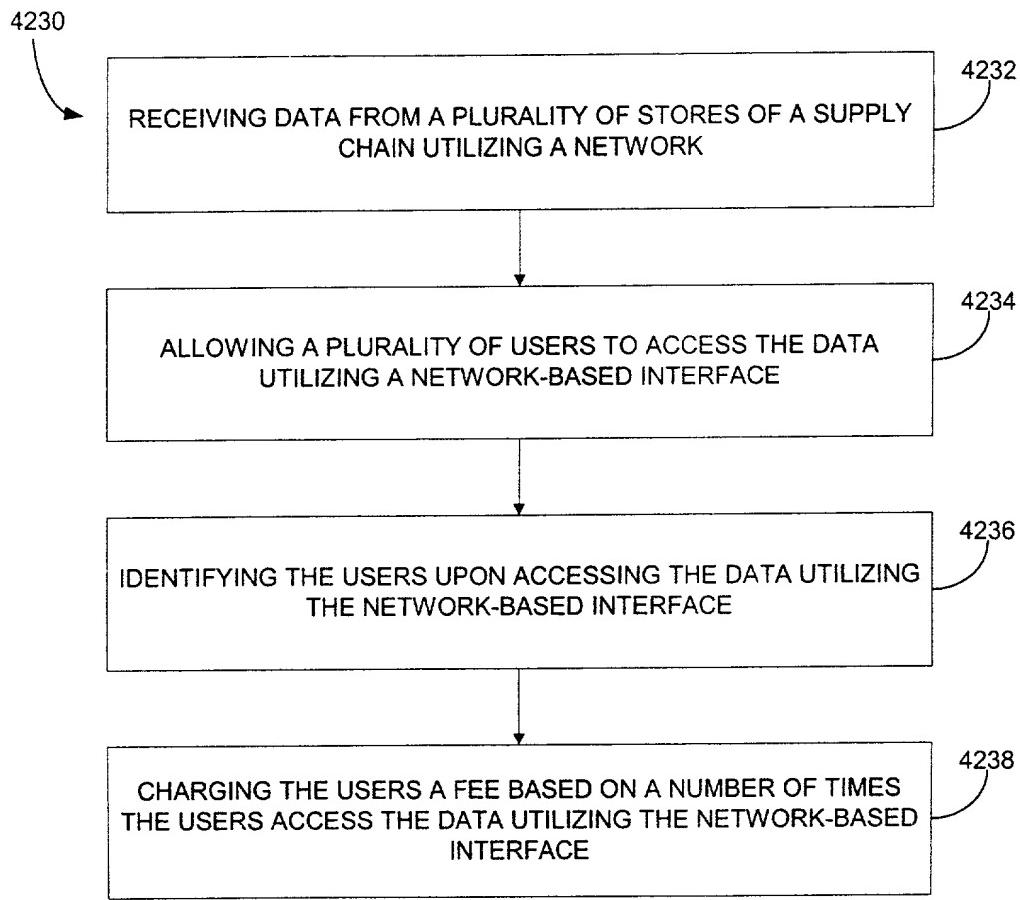
**FIG. 39**



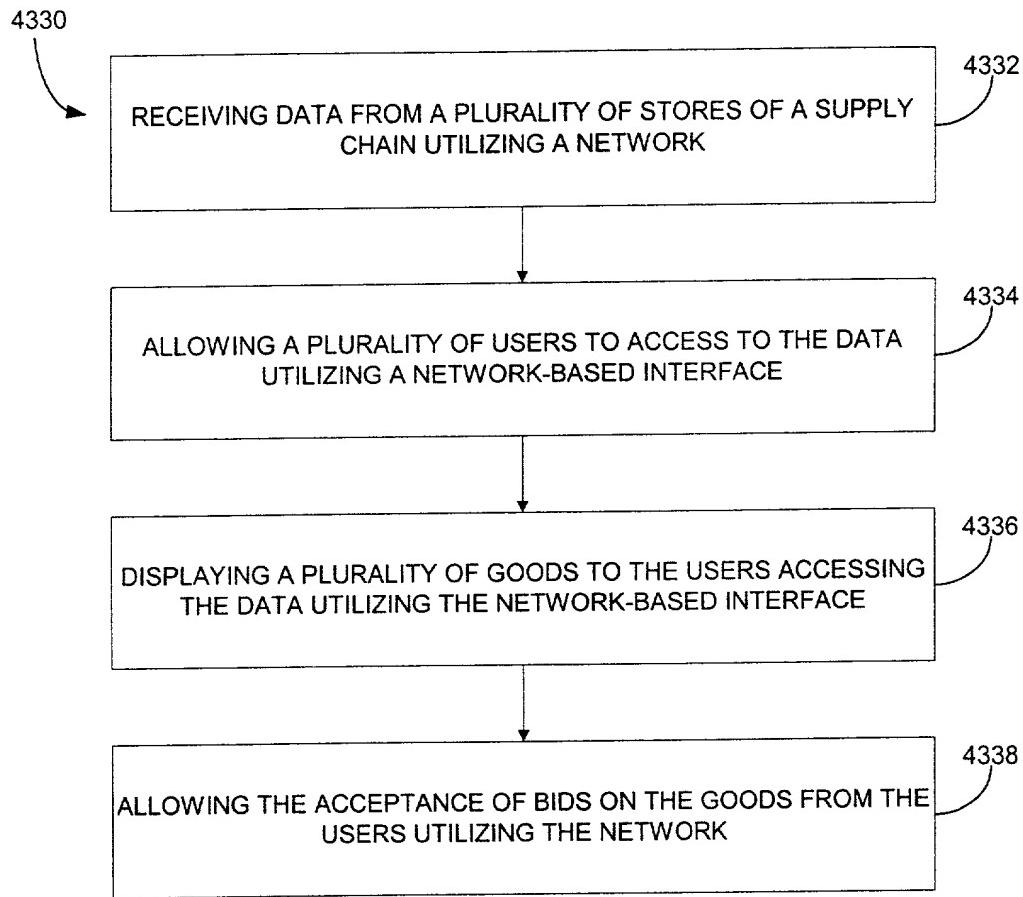
**FIG. 40**



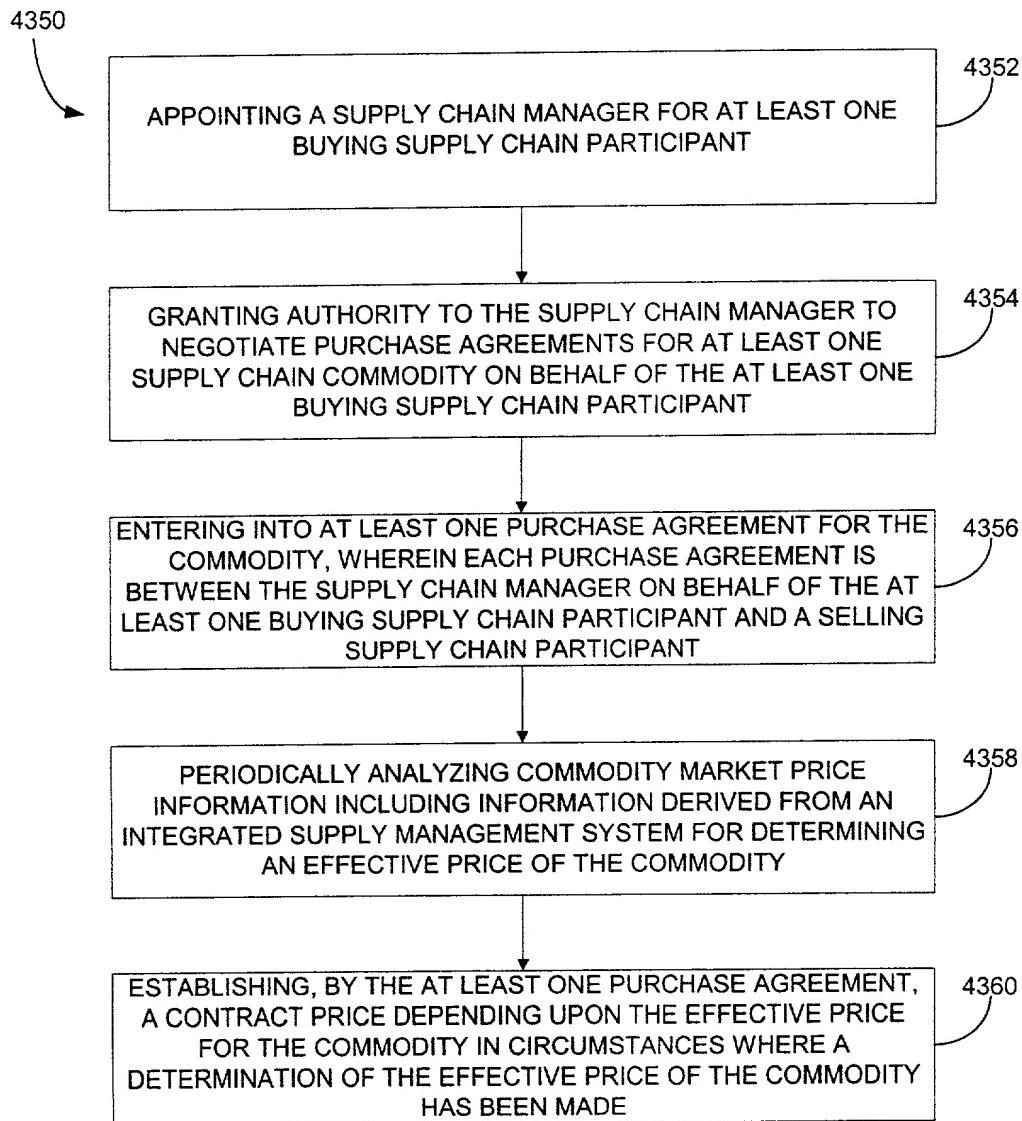
**FIG. 41**



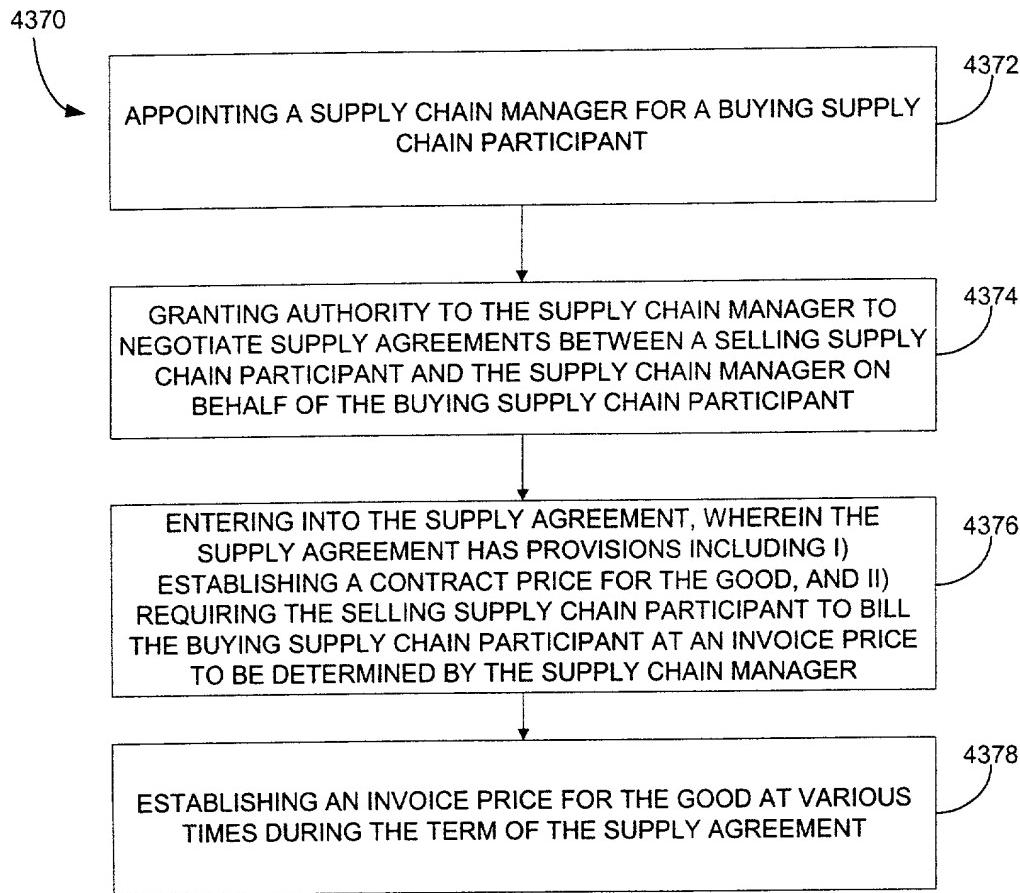
**FIG. 42**



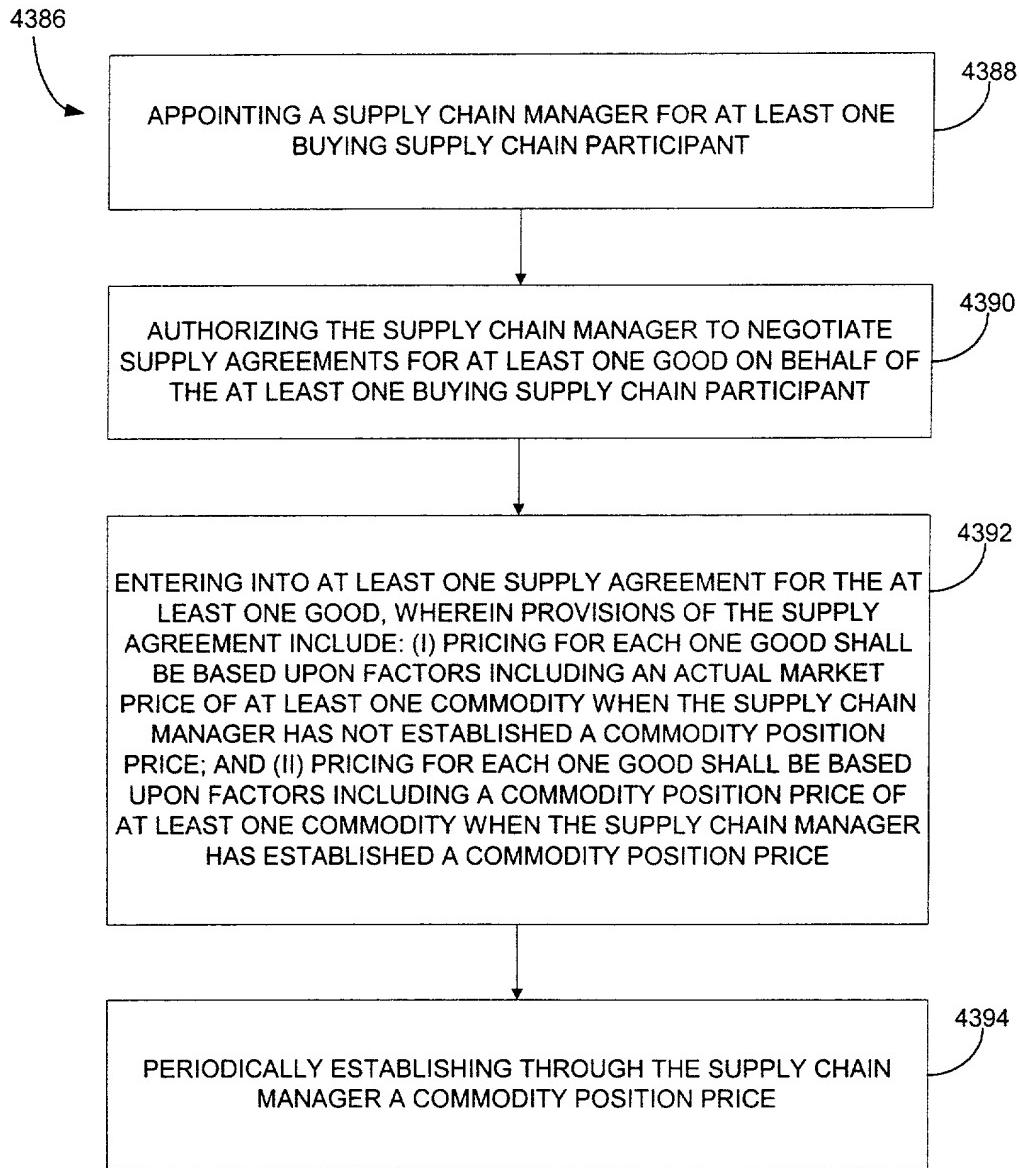
**FIG. 43A**

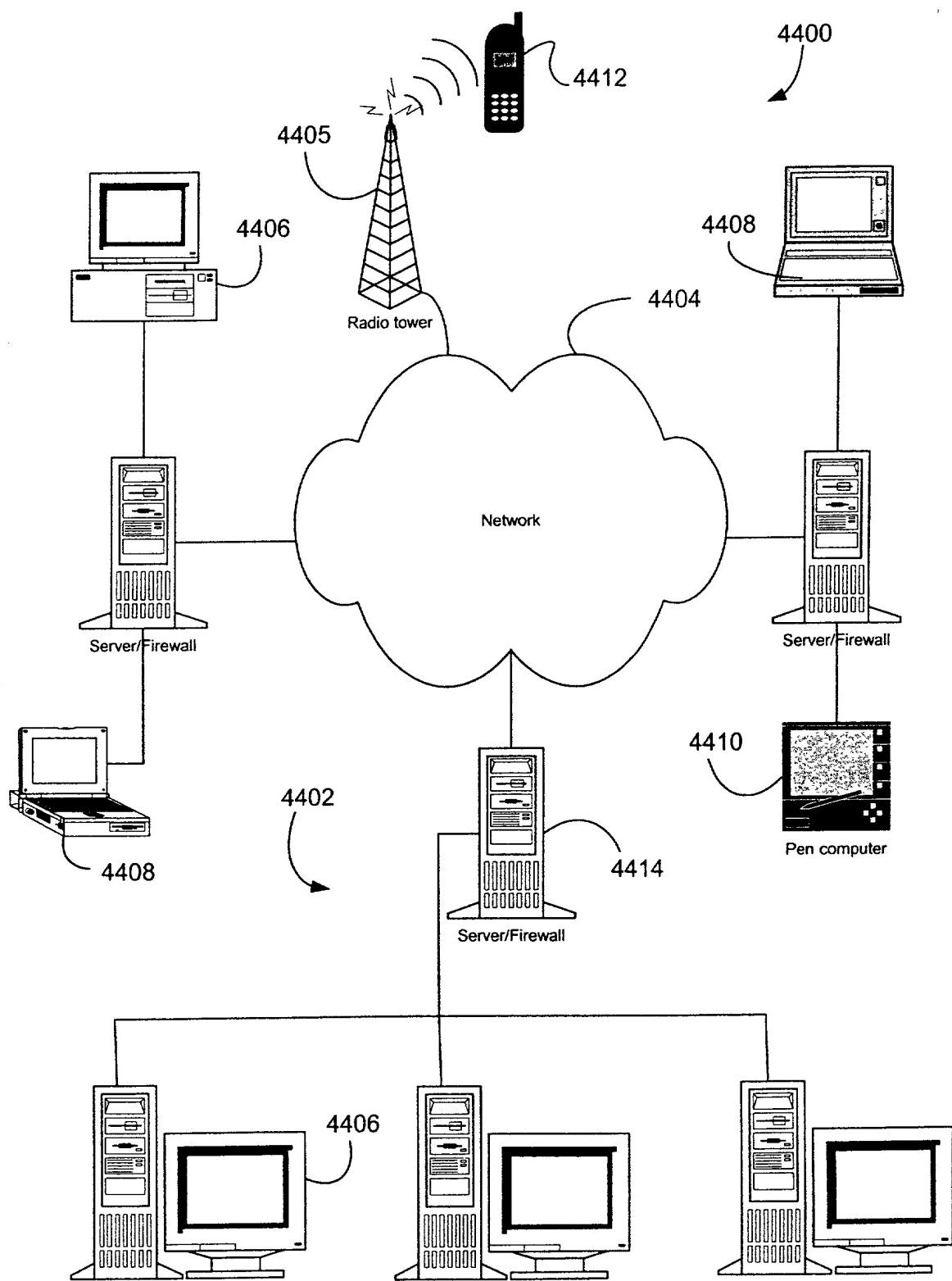


**FIG. 43B**

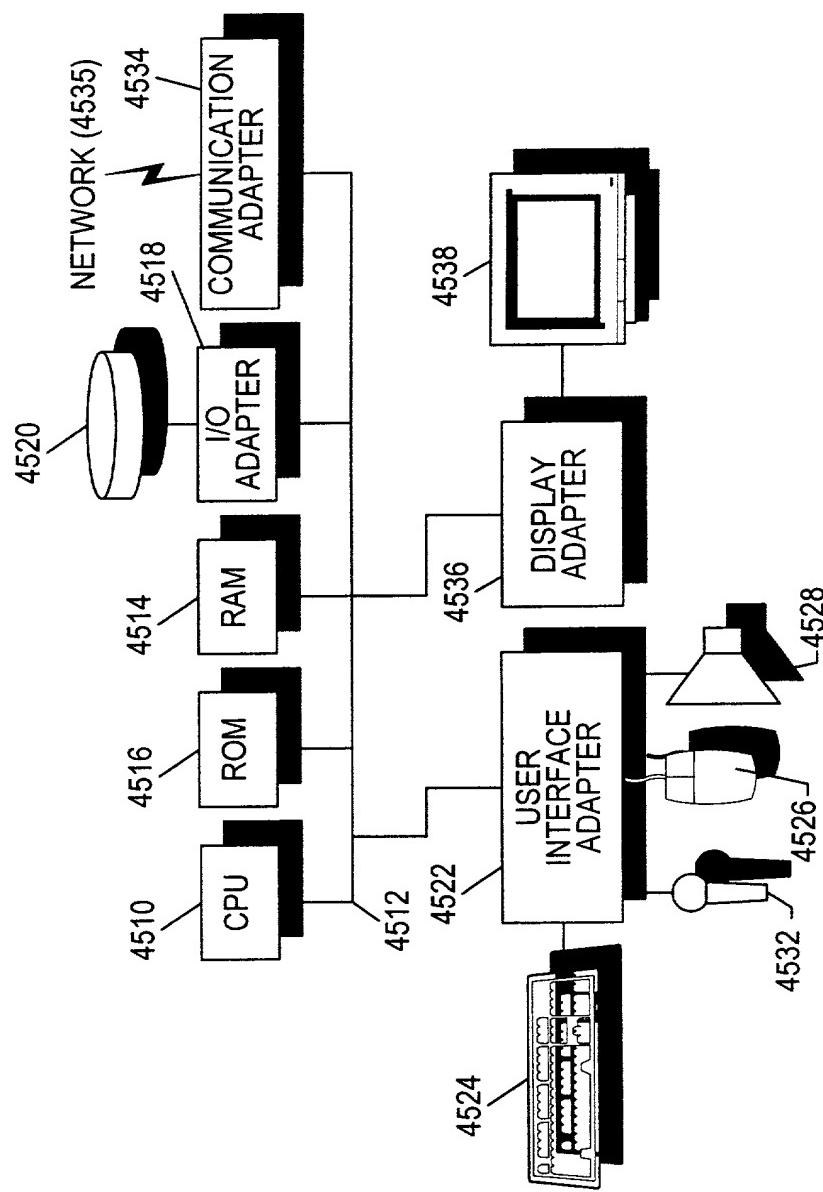


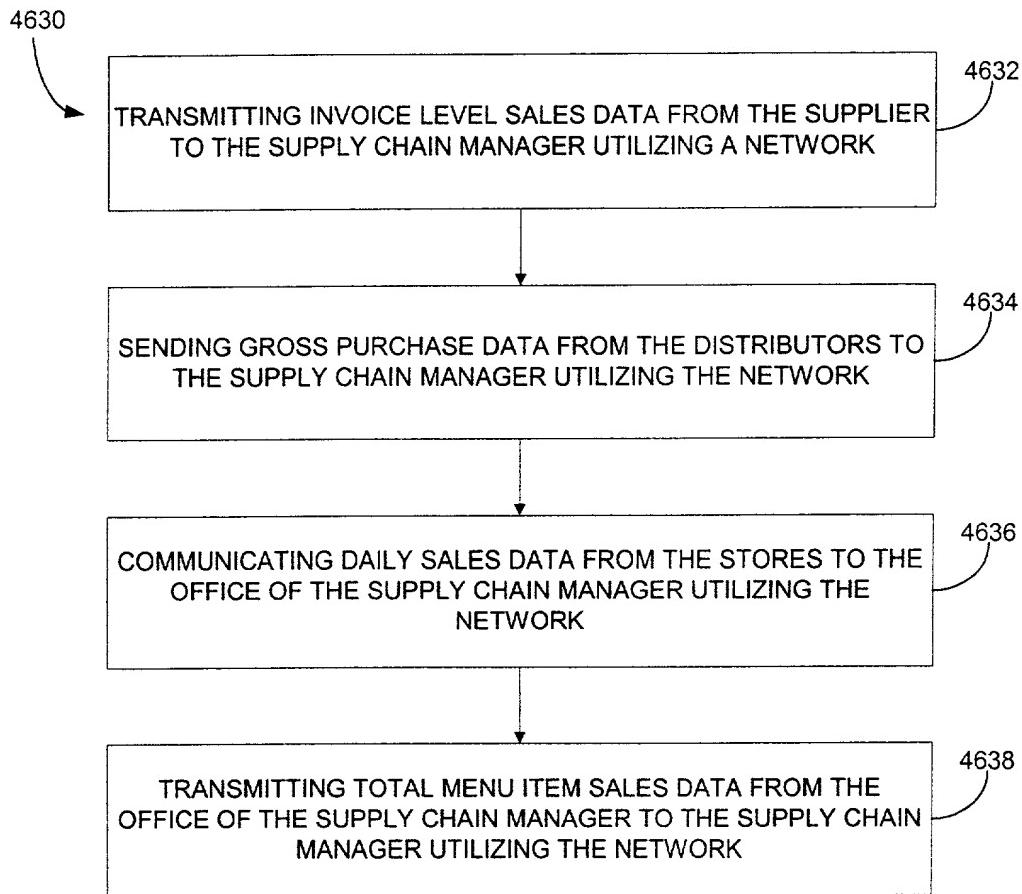
**FIG. 43C**

**FIG. 43D**

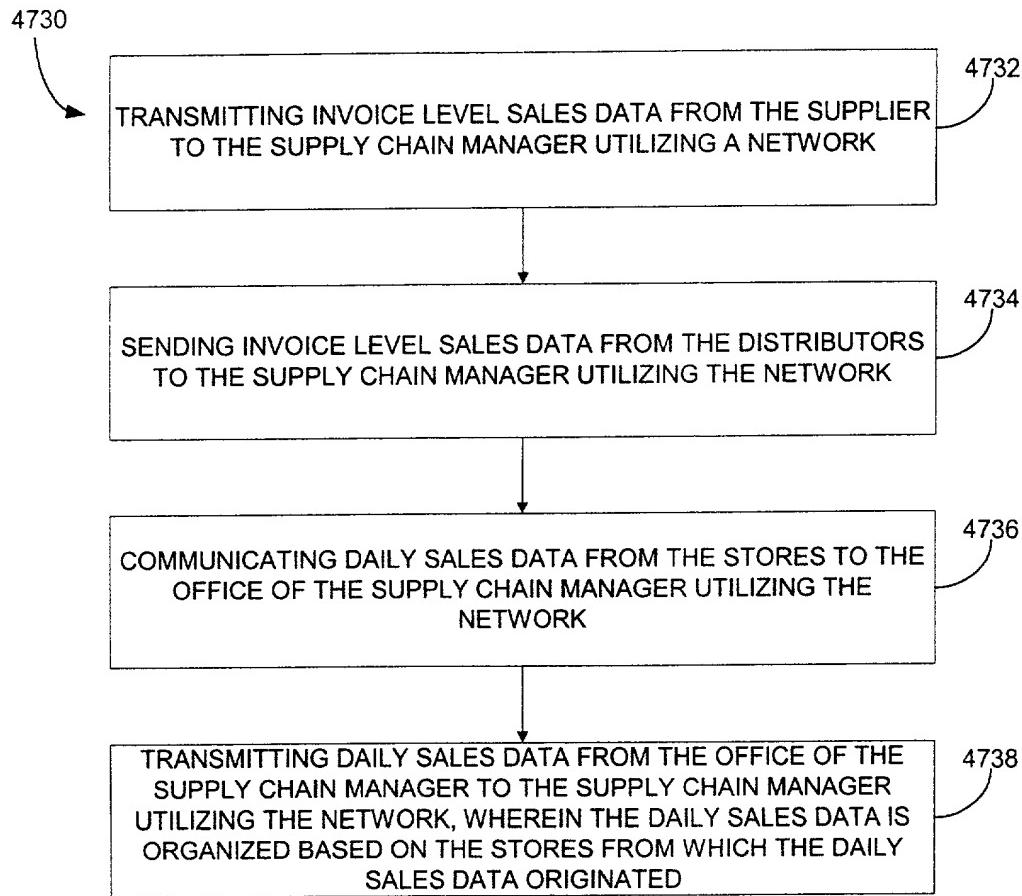
**FIG. 44**

**FIG. 45**

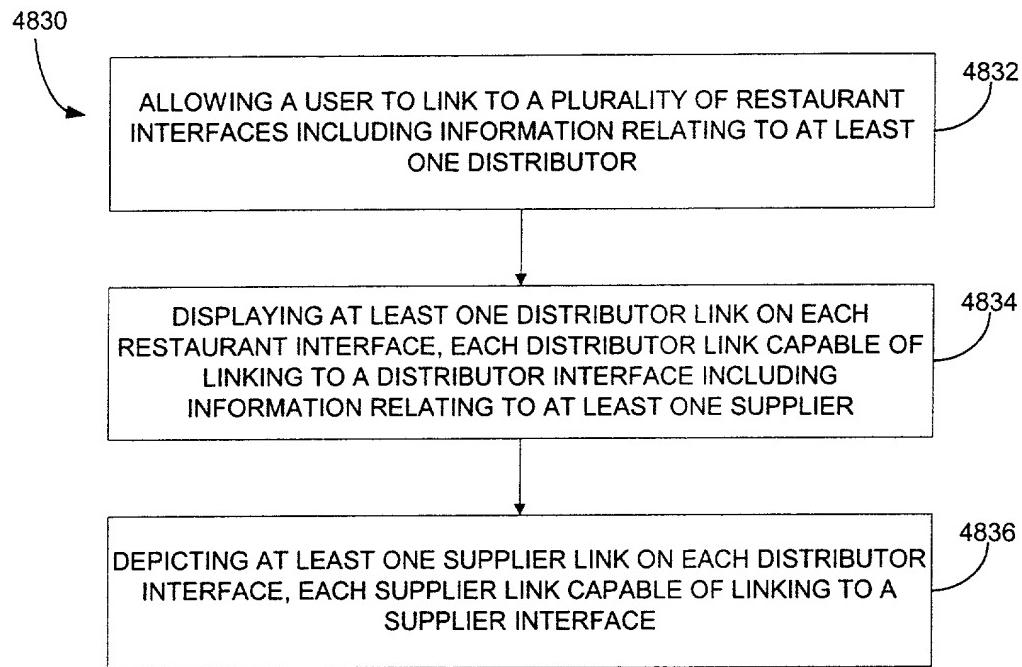




**FIG. 46**



**FIG. 47**



**FIG. 48**

F D A O E D M B T U G F E B G Q

Restaurant Services, Inc. - Microsoft Internet Explorer

http://www.rsiweb.com/home/index.asp

# RSI

## Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name \_\_\_\_\_ Password \_\_\_\_\_

Franchisee

4902

4904

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

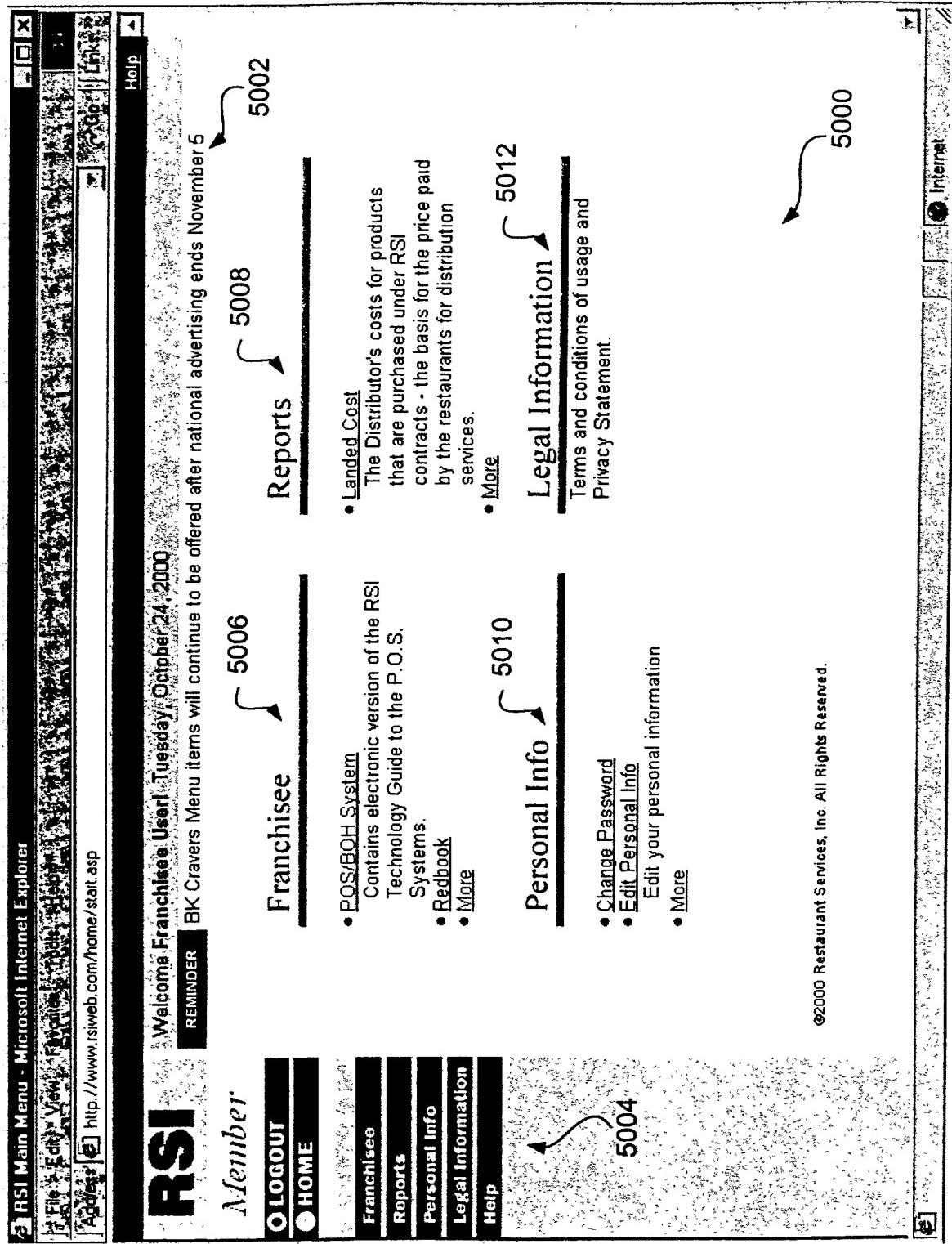
Help  Bl-C link

NFA

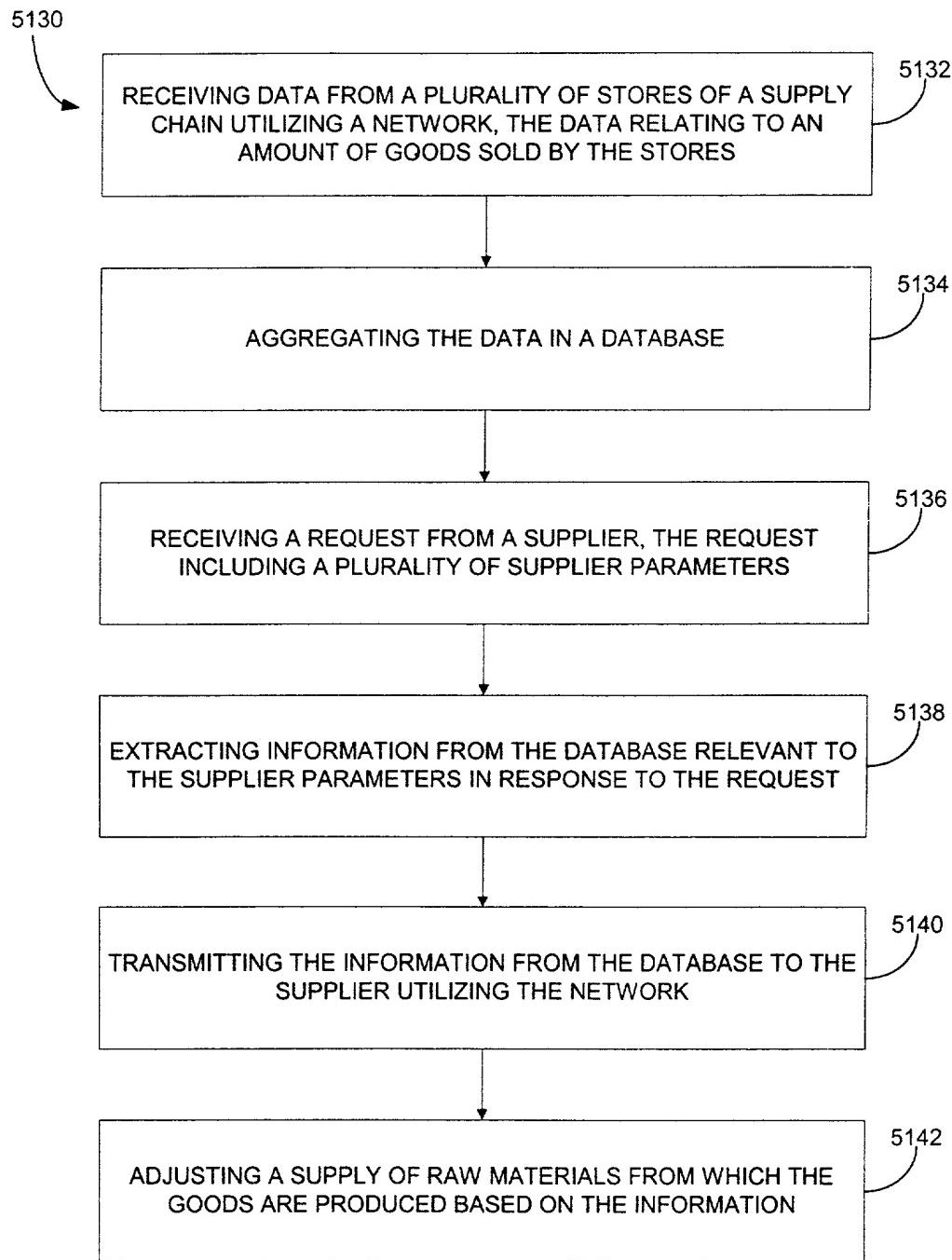
Internet

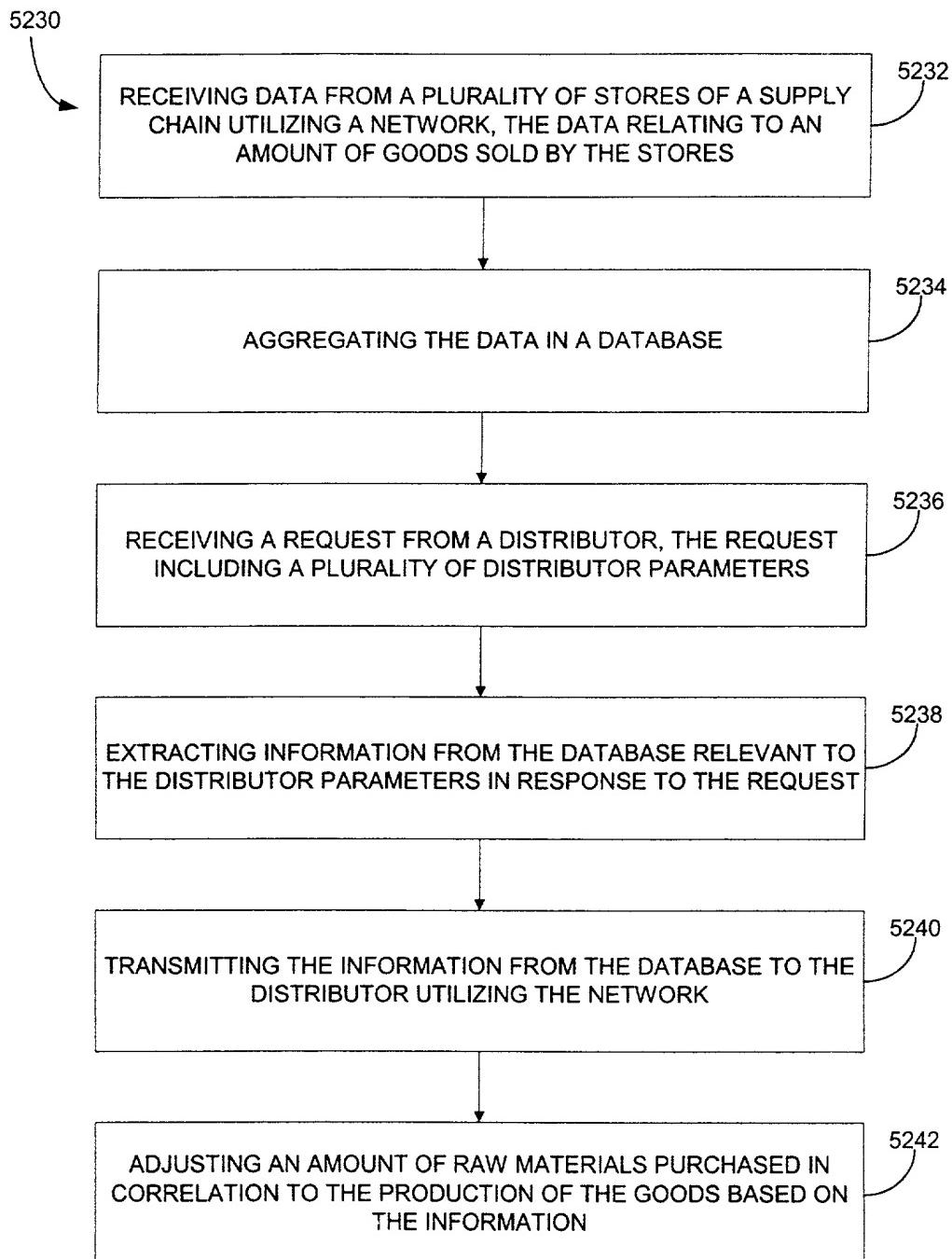


**FIG. 49**



**FIG. 50**

**FIG. 51**



**FIG. 52**

7 2 9 2 0 1 2 4 5 1 2 6 0

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Address [?] http://www.rsiweb.com/dc/d\_iposdaily.asp

**RSI**  
**Distributor**

Printer Friendly Version

**Logout** **HOME**

**Reports** **Personal Info**

**Legal Information**

**Help**

**POS Implied Daily Usage - Distributor**  
Tuesday, October 24, 2000

5300

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14 Day Rolling Total Sales														Week Ending Total				
DC Item No	% Chg	14 Day Avg	14 Day Std Dev	14 Day Min	14 Day Max	14 Day Total	14 Day Avg	14 Day Std Dev	14 Day Min	14 Day Max	14 Day Total	14 Day Avg	14 Day Std Dev	14 Day Min	14 Day Max	14 Day Total		
Number of Restaurants Served by DC		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200		
<b>SAUCER-BBQ BULK</b>	<b>0.00%</b>	<b>13</b>	<b>21</b>	<b>23</b>	<b>18</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>21</b>	<b>21</b>	<b>16</b>	<b>13</b>	<b>13</b>	<b>16</b>	<b>16</b>		
<b>BULLSEYE</b>	<b>0.00%</b>	<b>12</b>	<b>19</b>	<b>20</b>	<b>16</b>	<b>14</b>	<b>13</b>	<b>14</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>15</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>14</b>		
<b>20788 MUSTARD: BULK BK</b>	<b>0.00%</b>	<b>12</b>	<b>19</b>	<b>20</b>	<b>16</b>	<b>14</b>	<b>13</b>	<b>14</b>	<b>19</b>	<b>19</b>	<b>19</b>	<b>15</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>14</b>		
<b>24340 MAYONNAISE: BULK BK</b>	<b>0.00%</b>	<b>134</b>	<b>197</b>	<b>211</b>	<b>173</b>	<b>160</b>	<b>164</b>	<b>163</b>	<b>160</b>	<b>200</b>	<b>206</b>	<b>175</b>	<b>166</b>	<b>161</b>	<b>184</b>	<b>1140</b>	<b>1142</b>	
<b>24986 STRAW WRAPPED</b>	<b>0.00%</b>	<b>21</b>	<b>33</b>	<b>34</b>	<b>27</b>	<b>25</b>	<b>24</b>	<b>24</b>	<b>34</b>	<b>33</b>	<b>32</b>	<b>27</b>	<b>24</b>	<b>24</b>	<b>189</b>	<b>179</b>	<b>186</b>	
<b>26318 FORK WRAPPED</b>	<b>0.00%</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>10</b>	<b>9</b>	<b>8</b>	<b>9</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>70</b>	<b>71</b>	<b>68</b>	
<b>26462 KNIFE WRAPPED</b>	<b>0.00%</b>																	
<b>27692 KETCHUP: BULK BAG IN BOX</b>	<b>0.00%</b>	<b>38</b>	<b>194</b>	<b>192</b>	<b>116</b>	<b>104</b>	<b>102</b>	<b>101</b>	<b>100</b>	<b>101</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>102</b>	<b>798</b>	<b>771</b>	<b>743</b>
<b>27690 KETCHUP PACKETS 100 BK</b>	<b>0.00%</b>	<b>127</b>	<b>194</b>	<b>205</b>	<b>100</b>	<b>143</b>	<b>142</b>	<b>130</b>	<b>144</b>	<b>197</b>	<b>197</b>	<b>160</b>	<b>142</b>	<b>140</b>	<b>1112</b>	<b>1070</b>	<b>1044</b>	

**FIG. 53**

Y 0 0 0 0 0 0 0 0 0 0 0 0

**RSI** Local DC Promotion Forecast Report - Microsoft Internet Explorer

**Distributor**

**Logout** **Home**

**Reports** **Personal Info** **Legal Information** **Help**

**Address:** [http://test.silink.com/dc/d\\_cplpromotiondetail.asp?dc=26576](http://test.silink.com/dc/d_cplpromotiondetail.asp?dc=26576)

**Printer Friendly Version**

**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

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**5400**

Local Promotion Option	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	99	8	
Davenport-Moline, IA	6/1/00	85	32	17	
Des Moines-Ames, IA	7/1/00	85	17	28	
Omaha, NE	7/1/00	85	17	60	
Peoria, IL	8/1/00	85	99	17	
Sioux City, IA	8/25/00	85	60	10	
Springfield-Decatur-Champaign, IL	8/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>				<b>131</b>	
<b>Big King</b>	<b>Cedar Rapids-Wallace-Dubuque, IA</b>	<b>4/15/00</b>	<b>99</b>	<b>10</b>	
	Davenport-Moline, IA	4/15/00	99	17	
	Ottumwa-Kinsville, IA	4/15/00	99	3	
<b>Big King Total</b>	<b>Chicago, IL</b>	<b>5/15/00</b>	<b>20</b>	<b>99</b>	<b>39</b>
<b>Pancake Minis</b>	<b>Peoria, IL</b>	<b>5/15/00</b>	<b>20</b>	<b>99</b>	<b>8</b>
	Sioux City, IA	4/15/00	20	99	10
<b>Pancake Minis Total</b>				<b>36</b>	

**Done** **Internet**

**FIG. 54**

F O O D S O U P P L I E R S

**RSI**

**Supplier**

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**HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

**POS Implied Daily Usage - Supplier**

Supplier **TYSON FOODS** **Retrieve**

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**POS Implied Daily Usage - Supplier**  
Tuesday, October 24, 2000

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FOB Point	DC Item No.	Description	14 Day Rolling Total Case					Units Ending Total
			14 Day Avg	Day Avg	10/21	10/20	10/19	
<b>TOTAL</b>								

Total of DC Locations		14 Day Rolling Total Case					Units Ending Total	
Location	Address	14 Day Avg	Day Avg	10/21	10/20	10/19		
CHICKEN PATTY	6	60	137	144	111	100	95	100
CHICKEN BK BROILER	7	35	51	80	48	46	43	40
CHICKEN TENDERS	8	222	337	285	240	223	240	226
CHICKEN SOUP	9							

**Done** **Internet**

**FIG. 55**

70 2000 92417350

RSI Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.rsiweb.com/ran/i\_iplc.asp?report=true

Member Logout Home

RSI Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

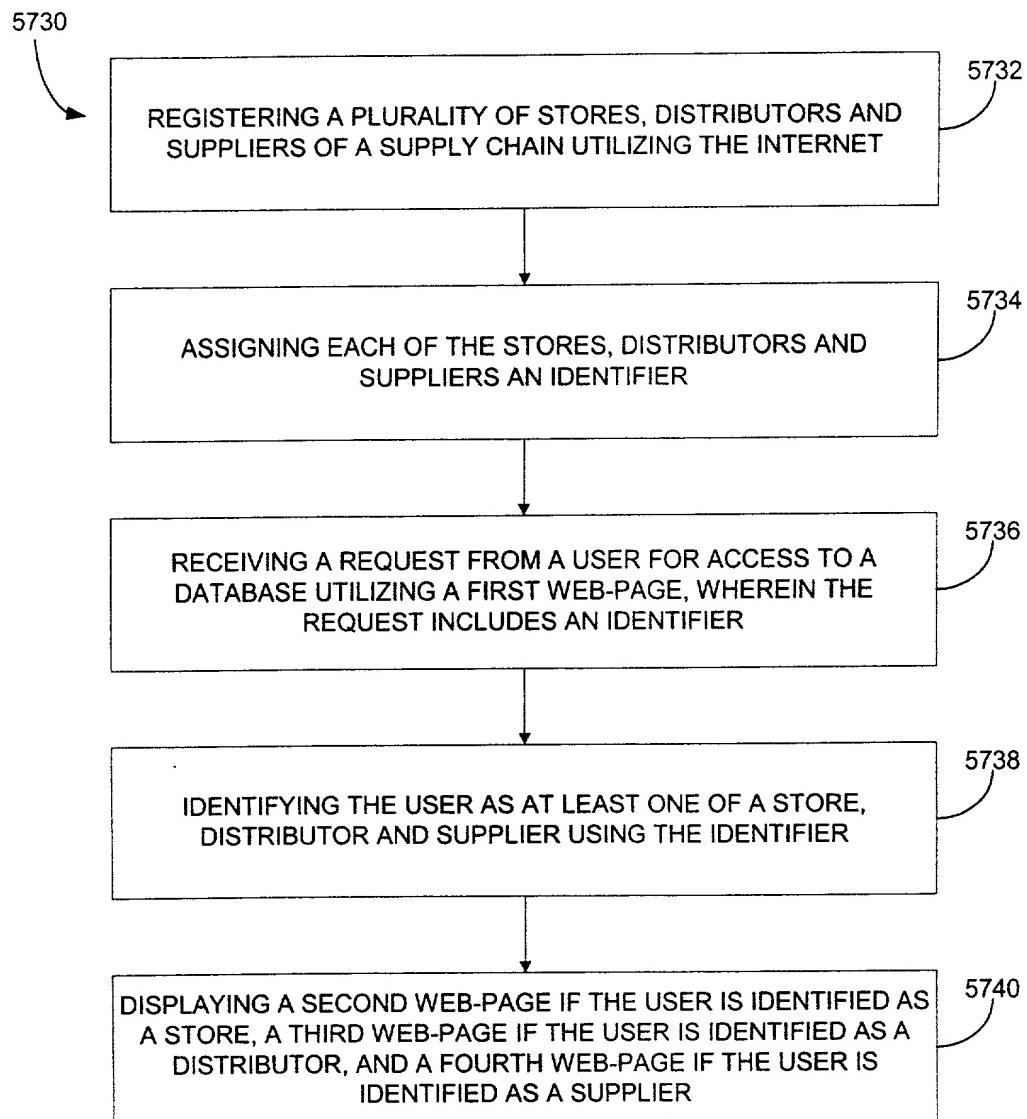
Report Date: Sunday, October 22, 2000  
Restaurant Number 0003473  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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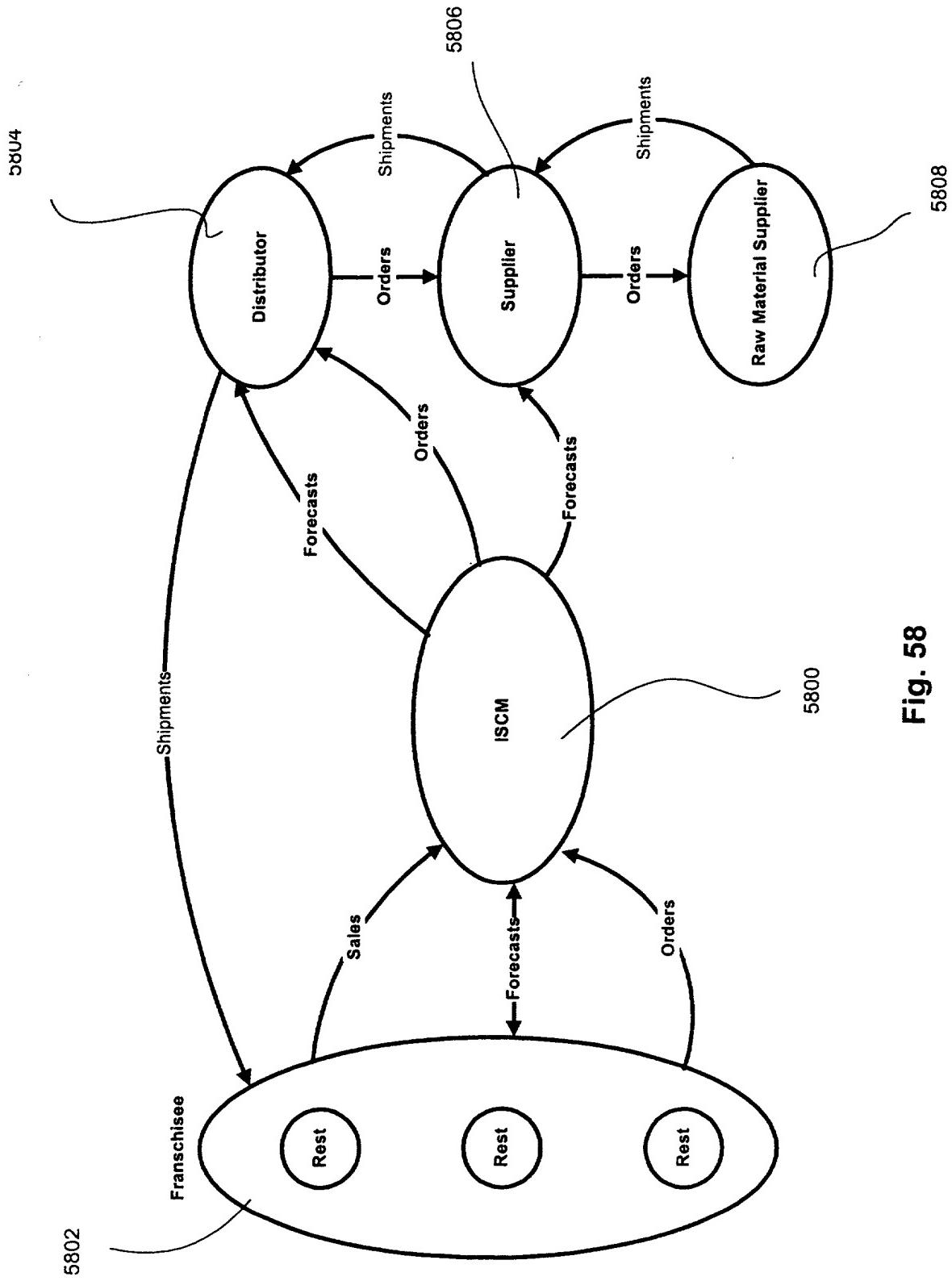
DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE-THERMAL 2.25"X105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44
18988	3586	SAUCE-BULK-KRAFT BULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	07	MUSTARD-BULK 3OZ	\$8.45	\$1.57	\$9.02
20840	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	06	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER/ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done Internet

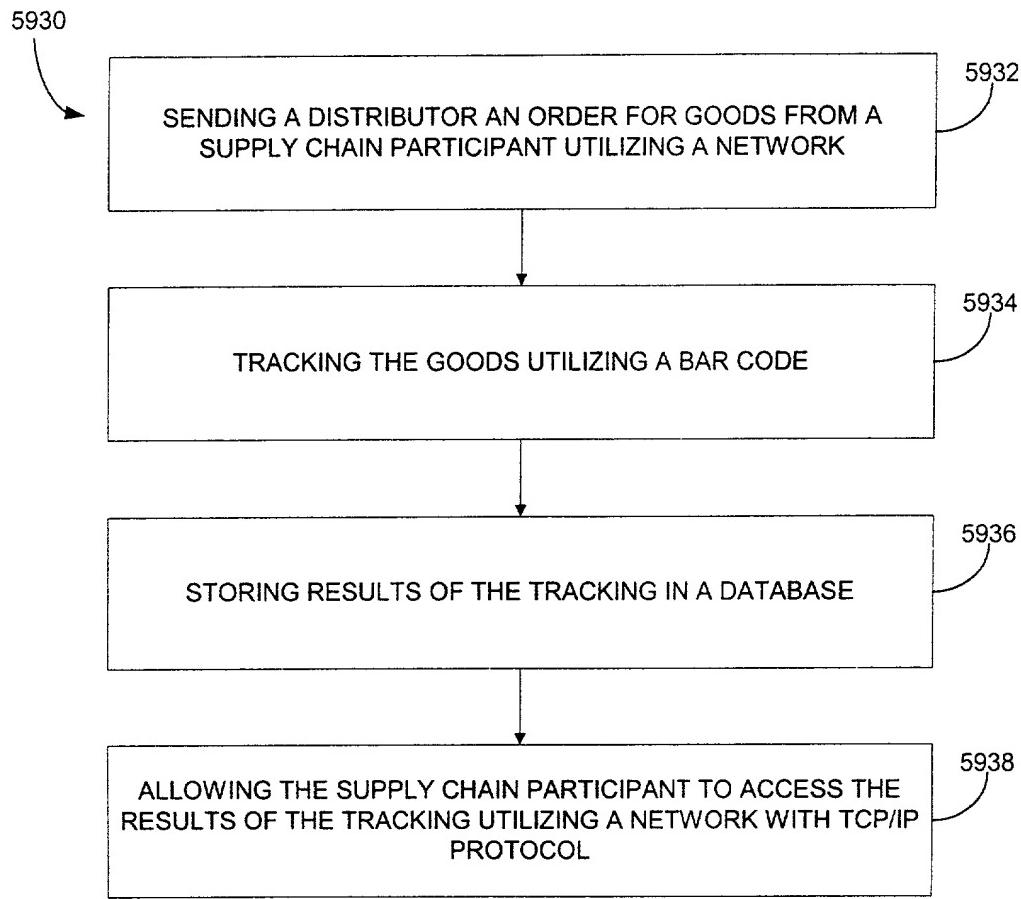
FIG. 56



**FIG. 57**

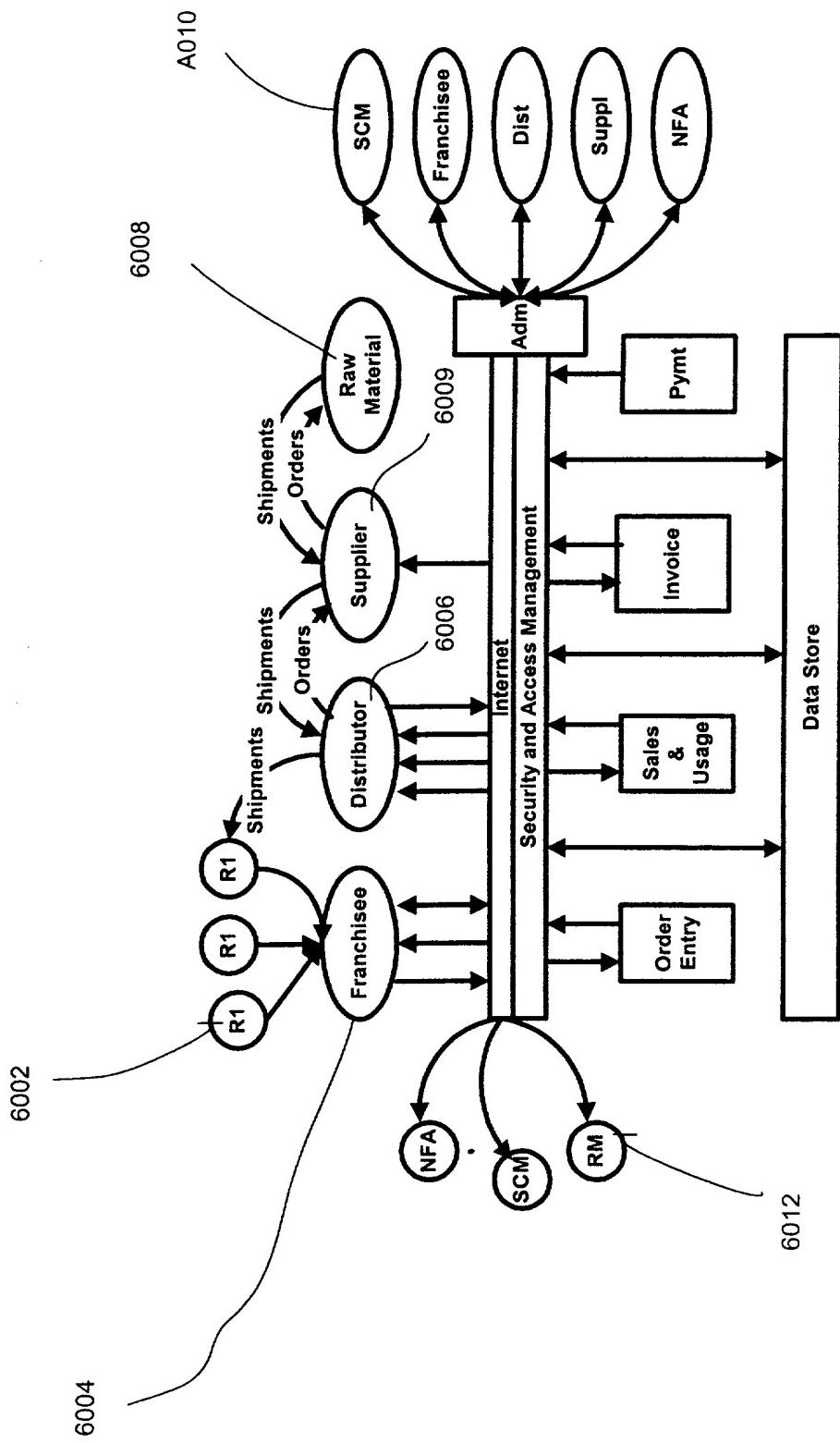


**Fig. 58**



**FIG. 59**

**Fig. 60**



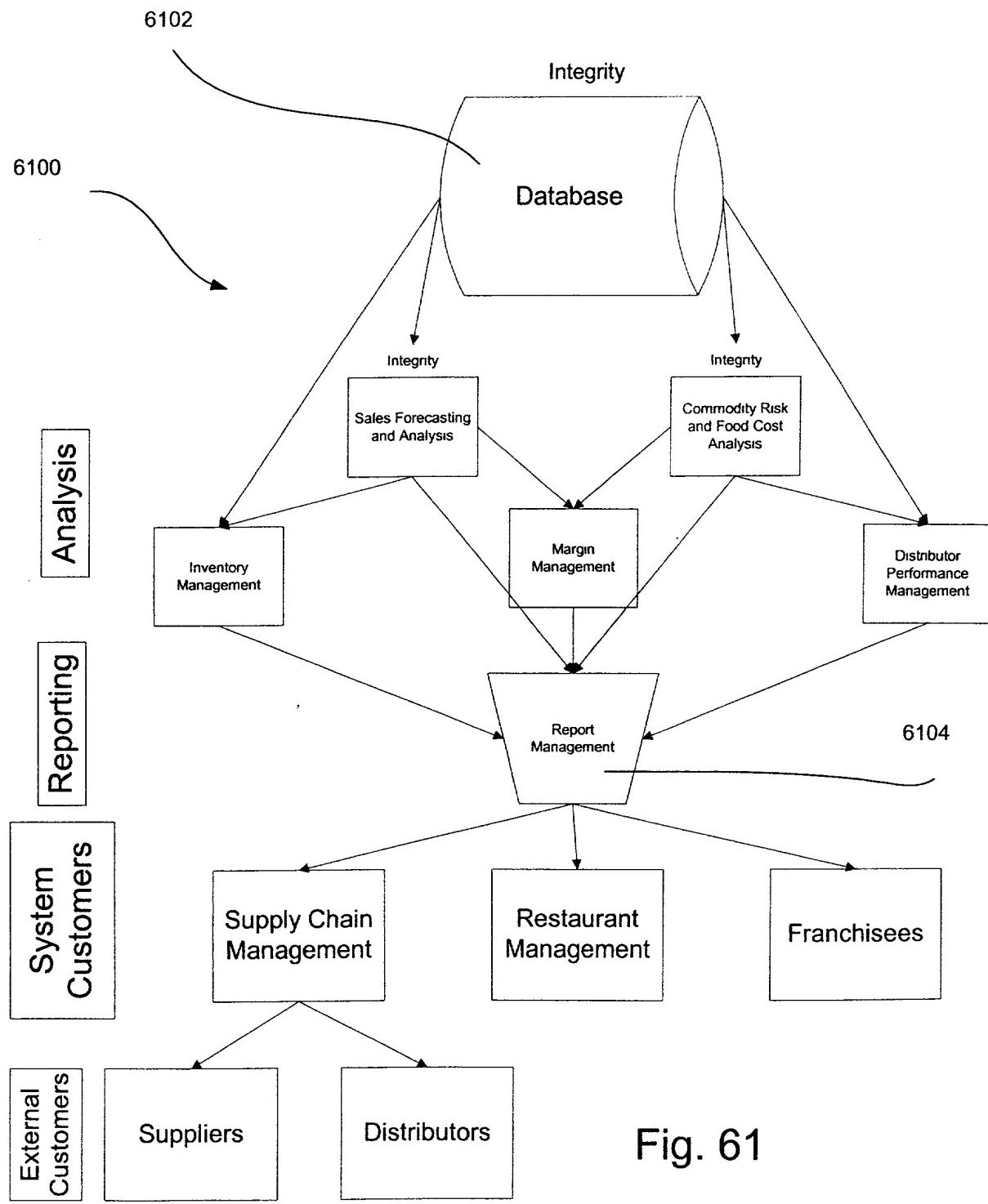
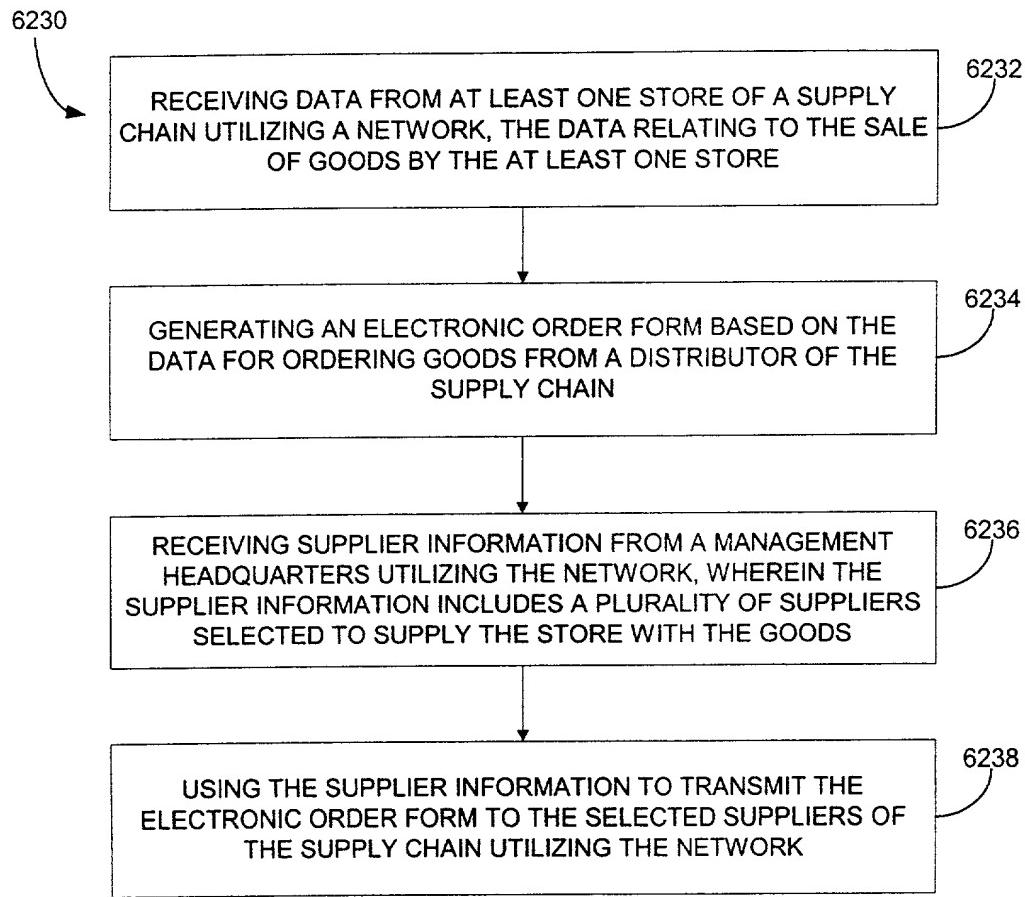


Fig. 61



**FIG. 62**

10 20 30 40 50 60 70 80 90

6300

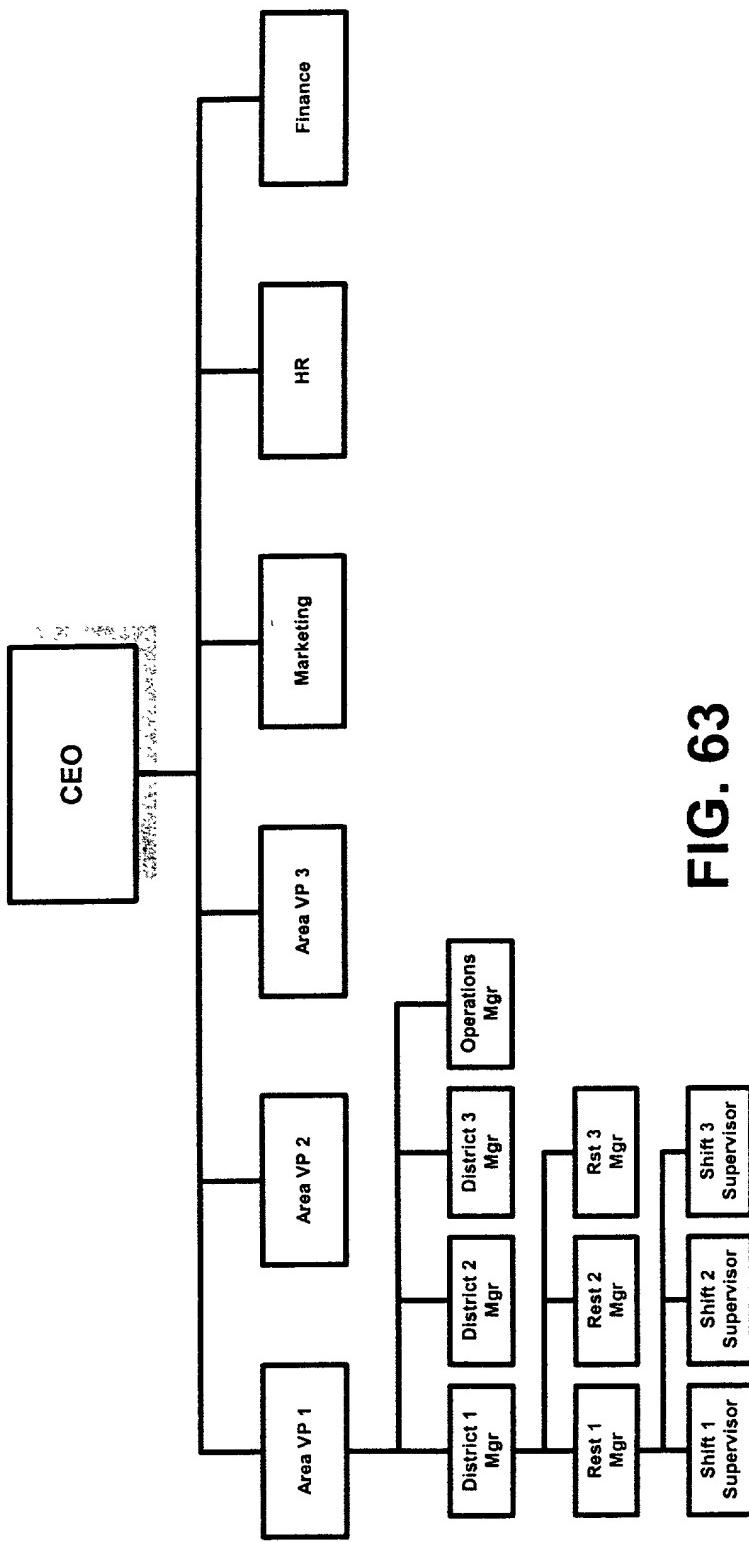
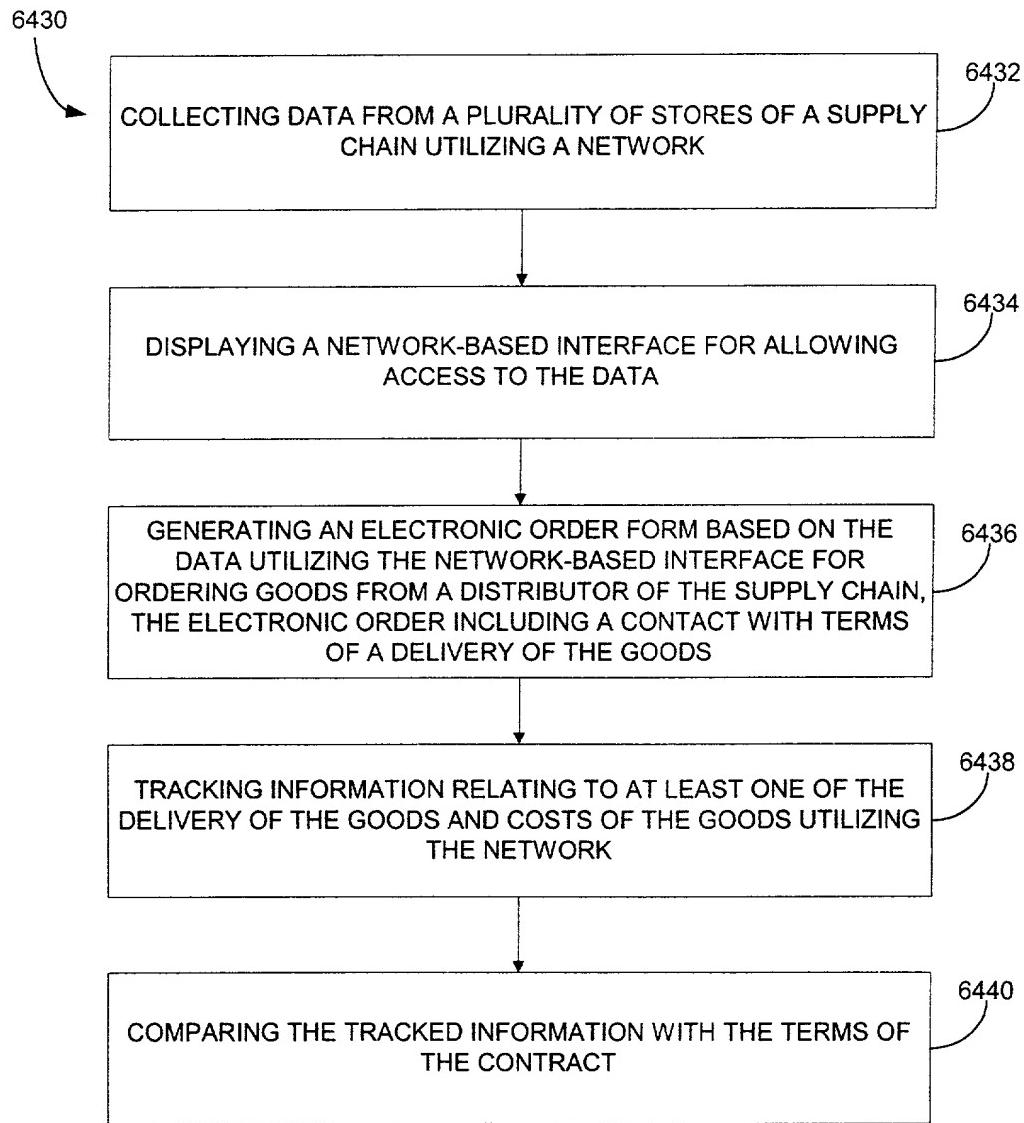
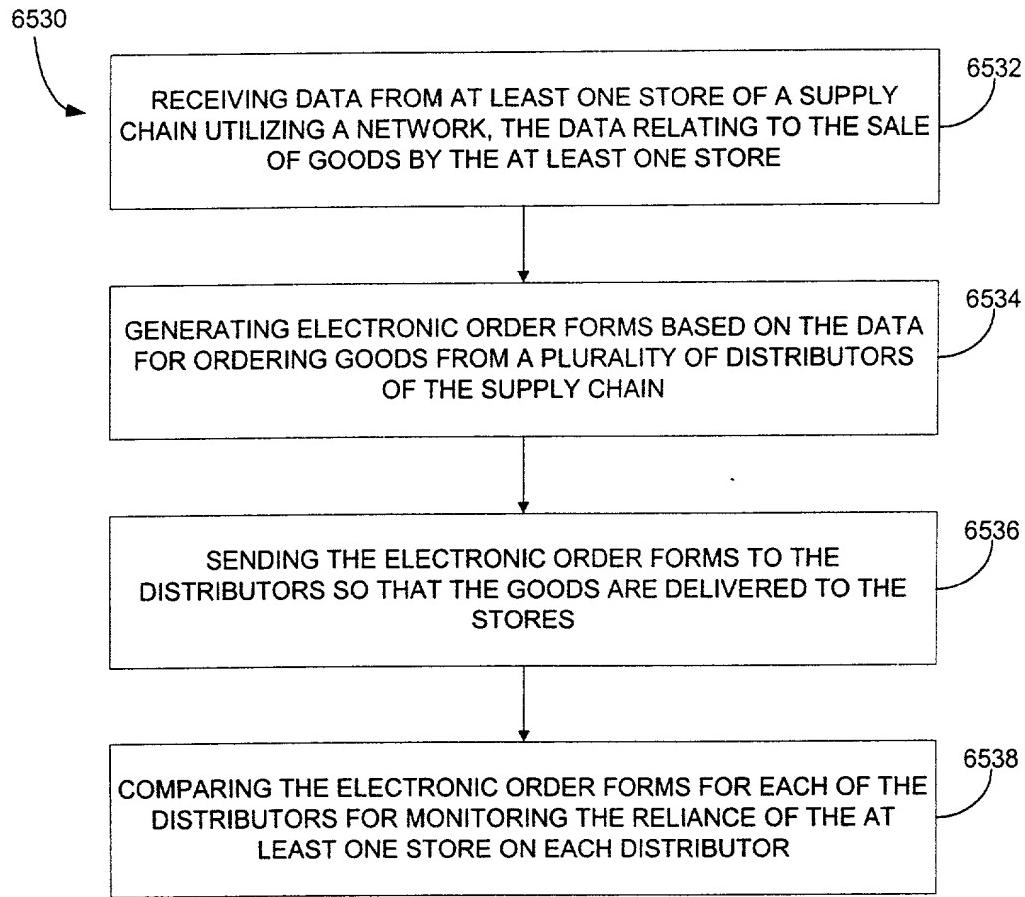


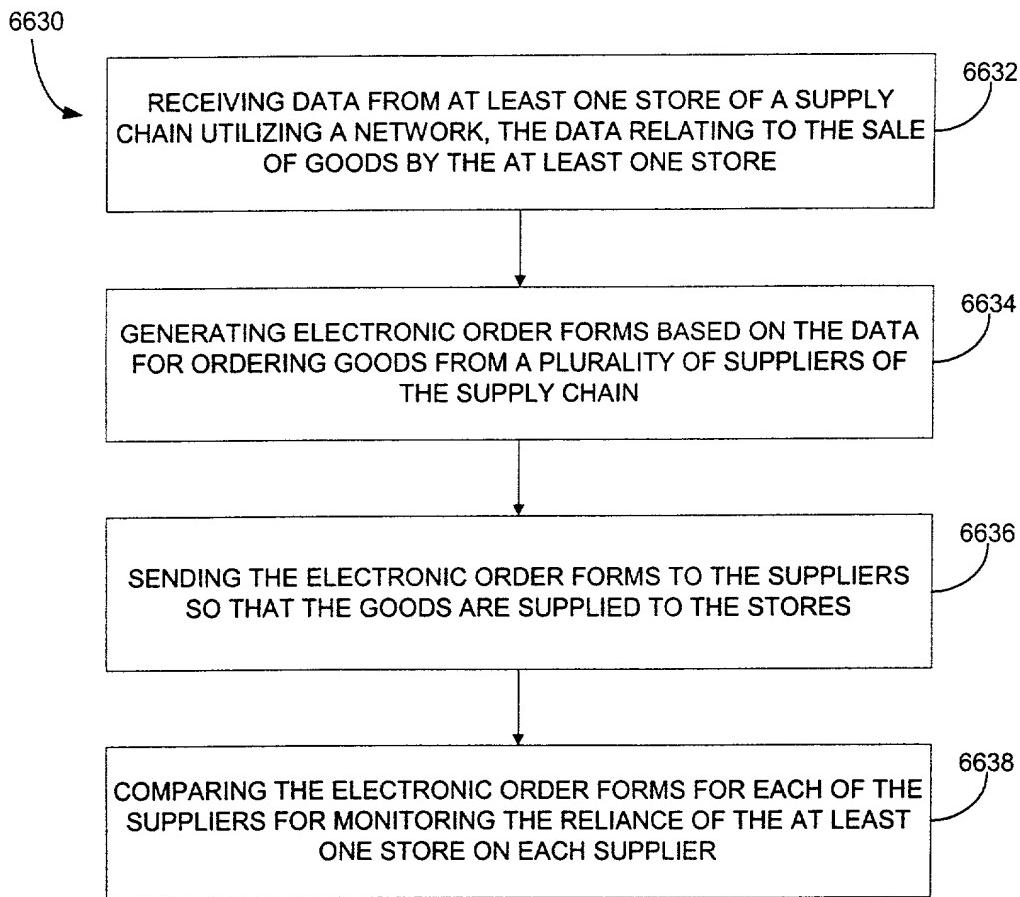
FIG. 63



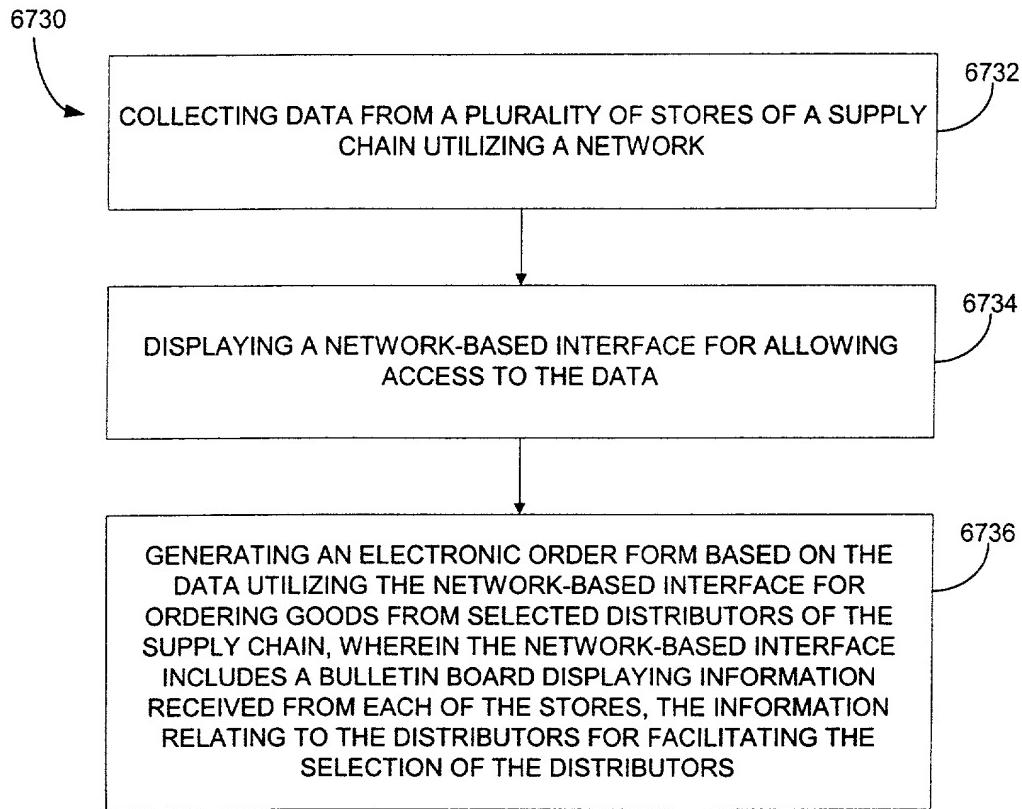
**FIG. 64**



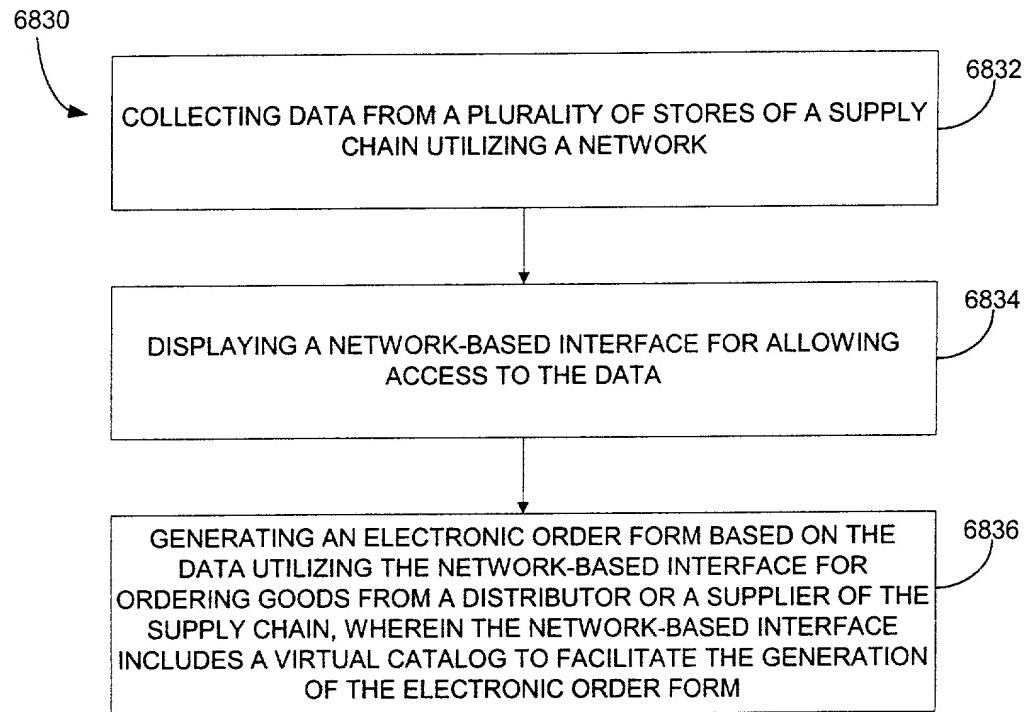
**FIG. 65**



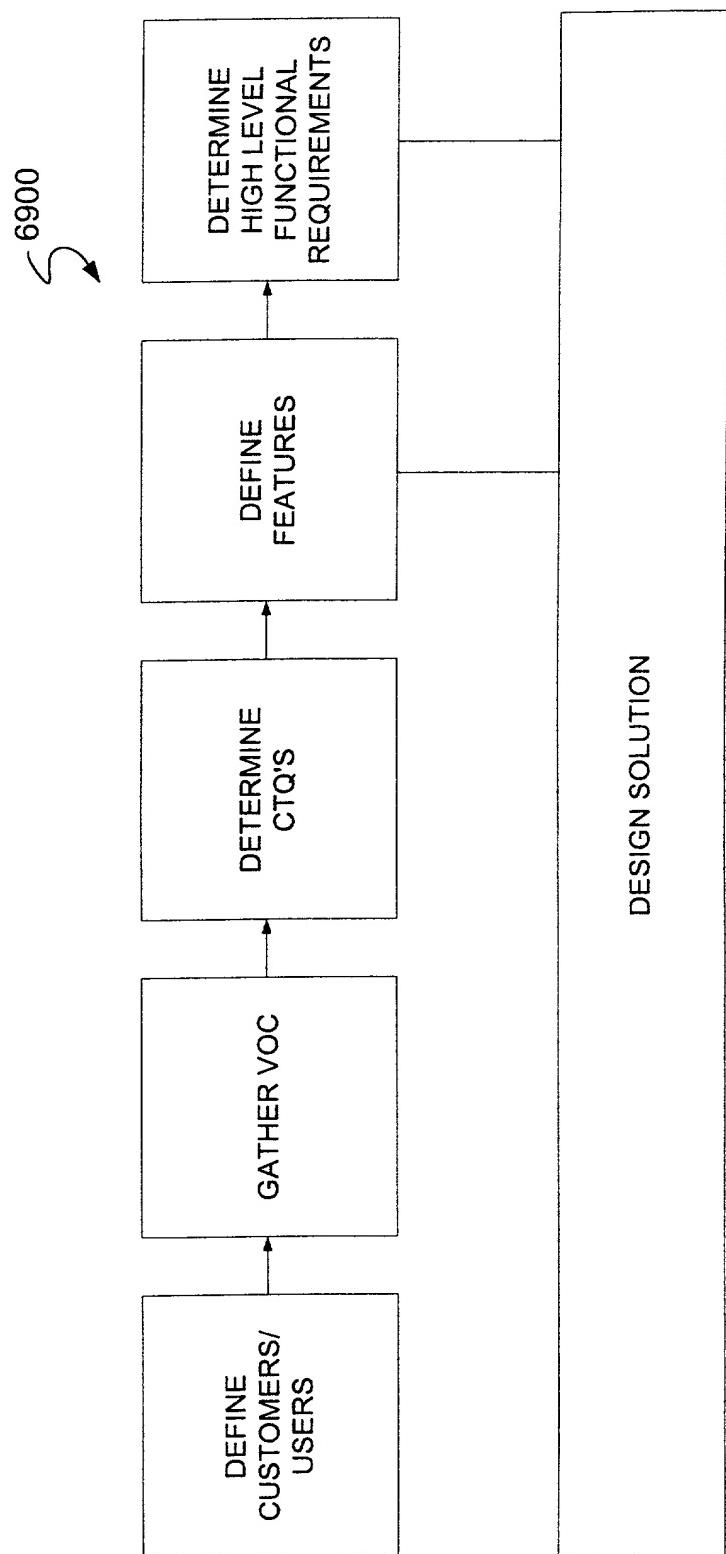
**FIG. 66**



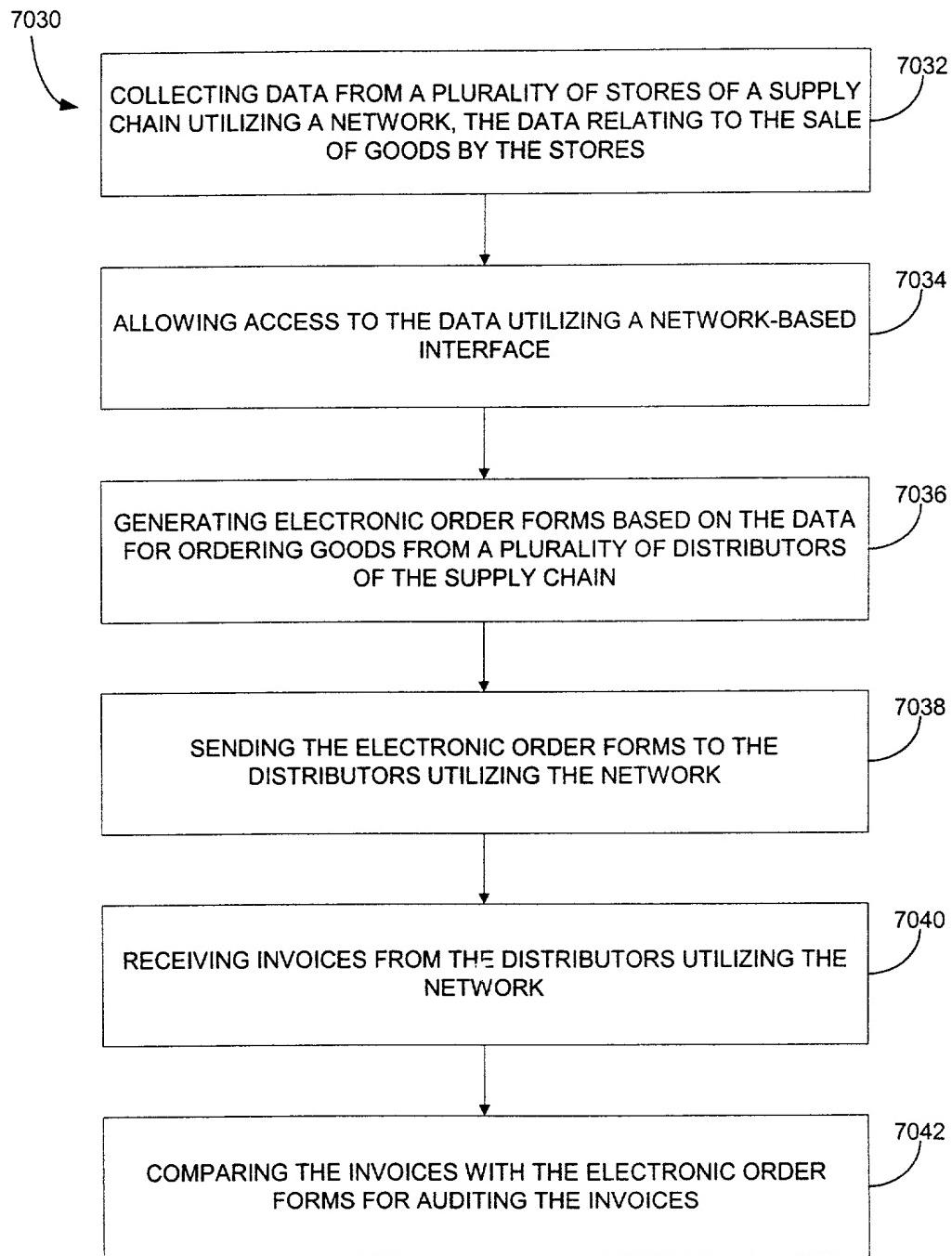
**FIG. 67**



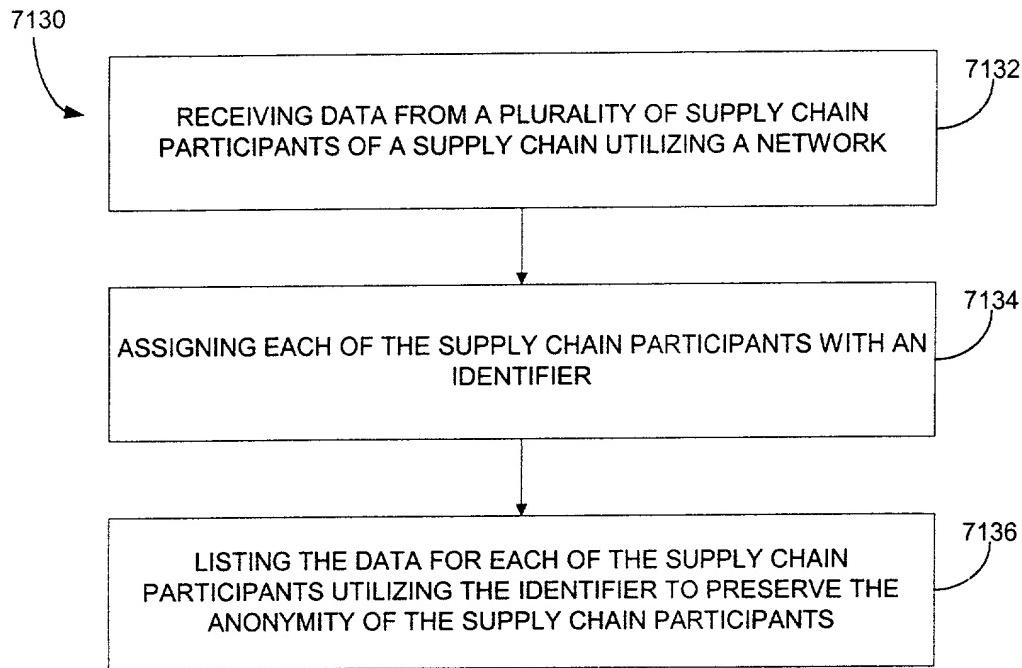
**FIG. 68**



**FIG. 69**



**FIG. 70**



**FIG. 71**

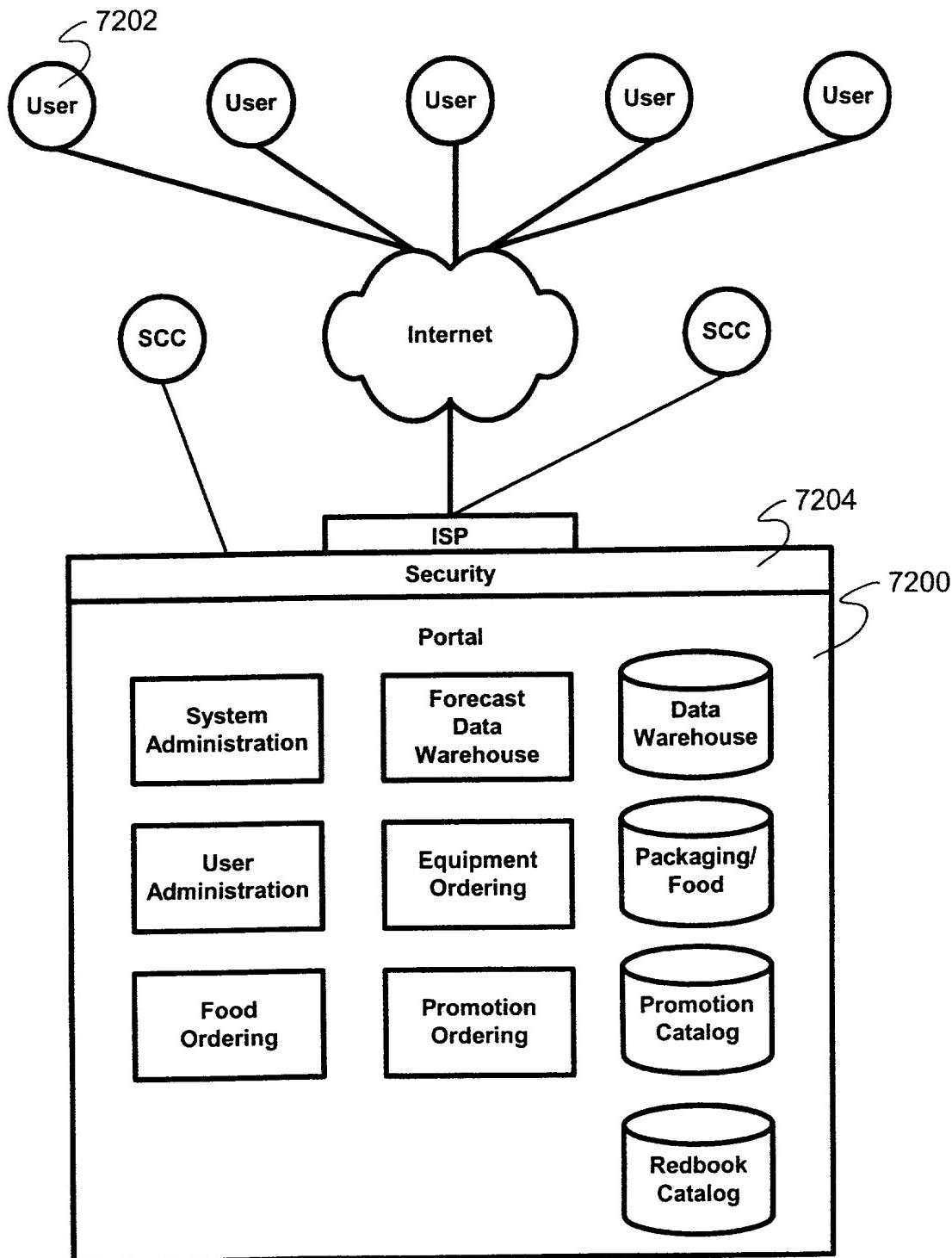
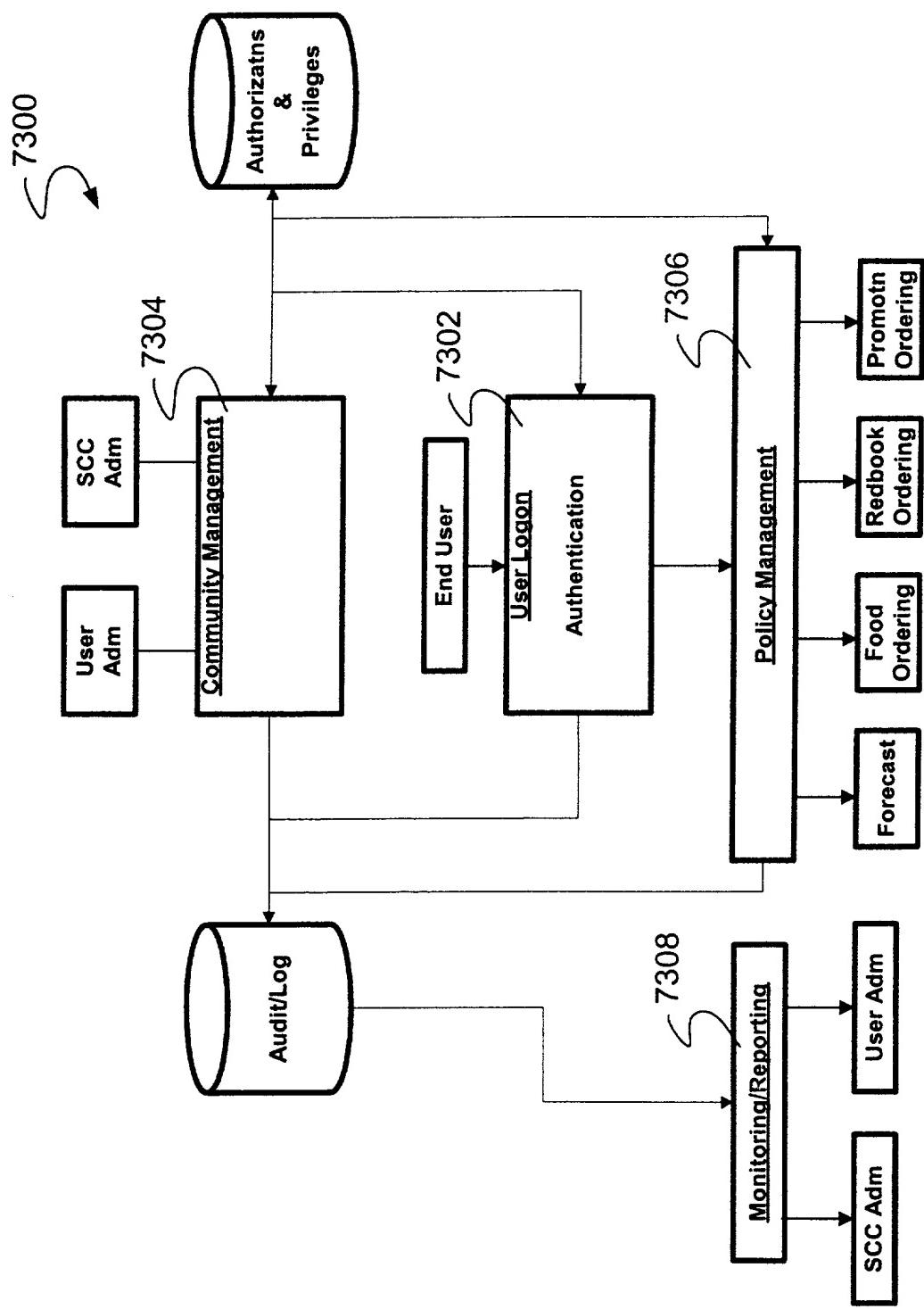
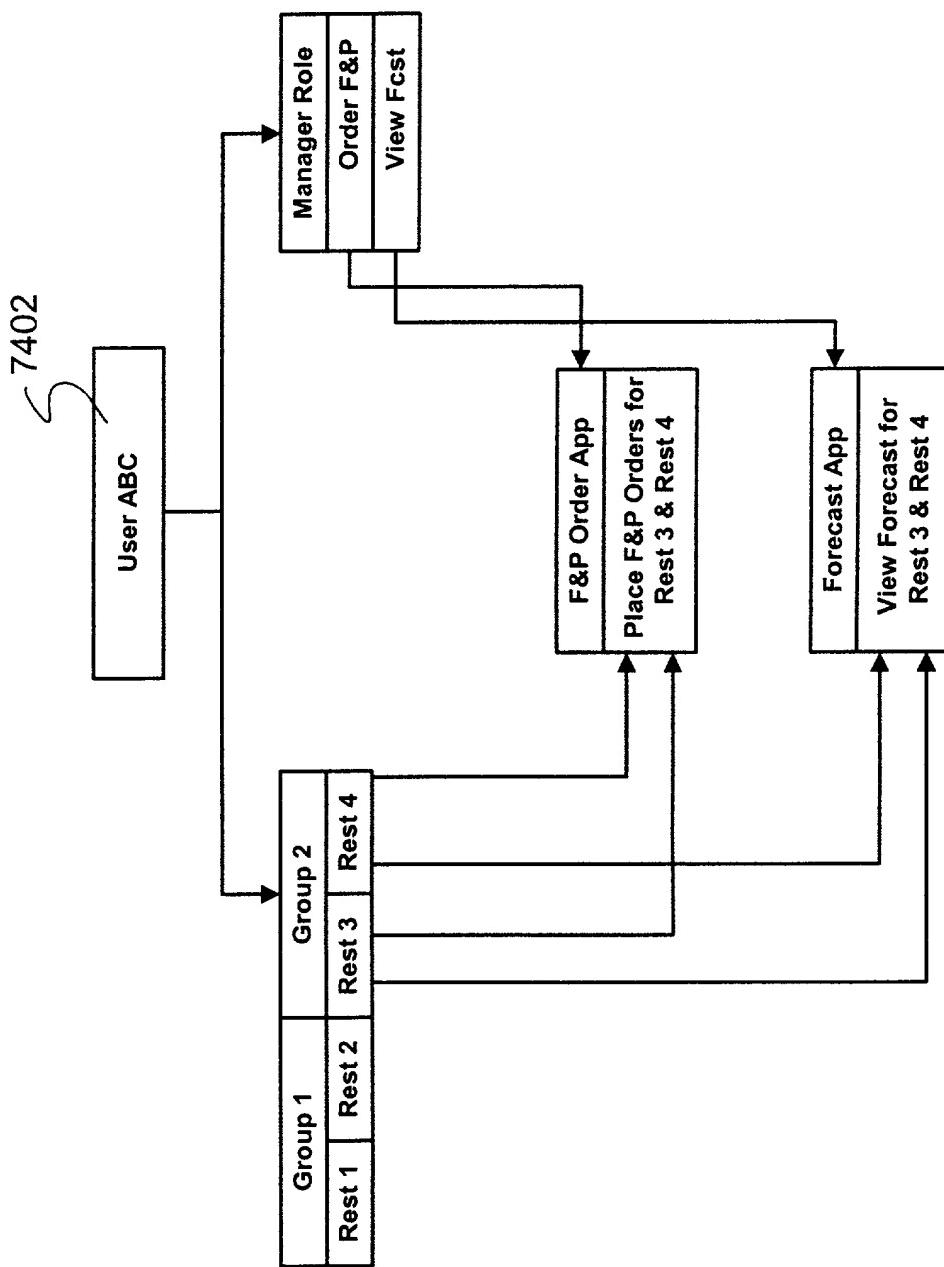


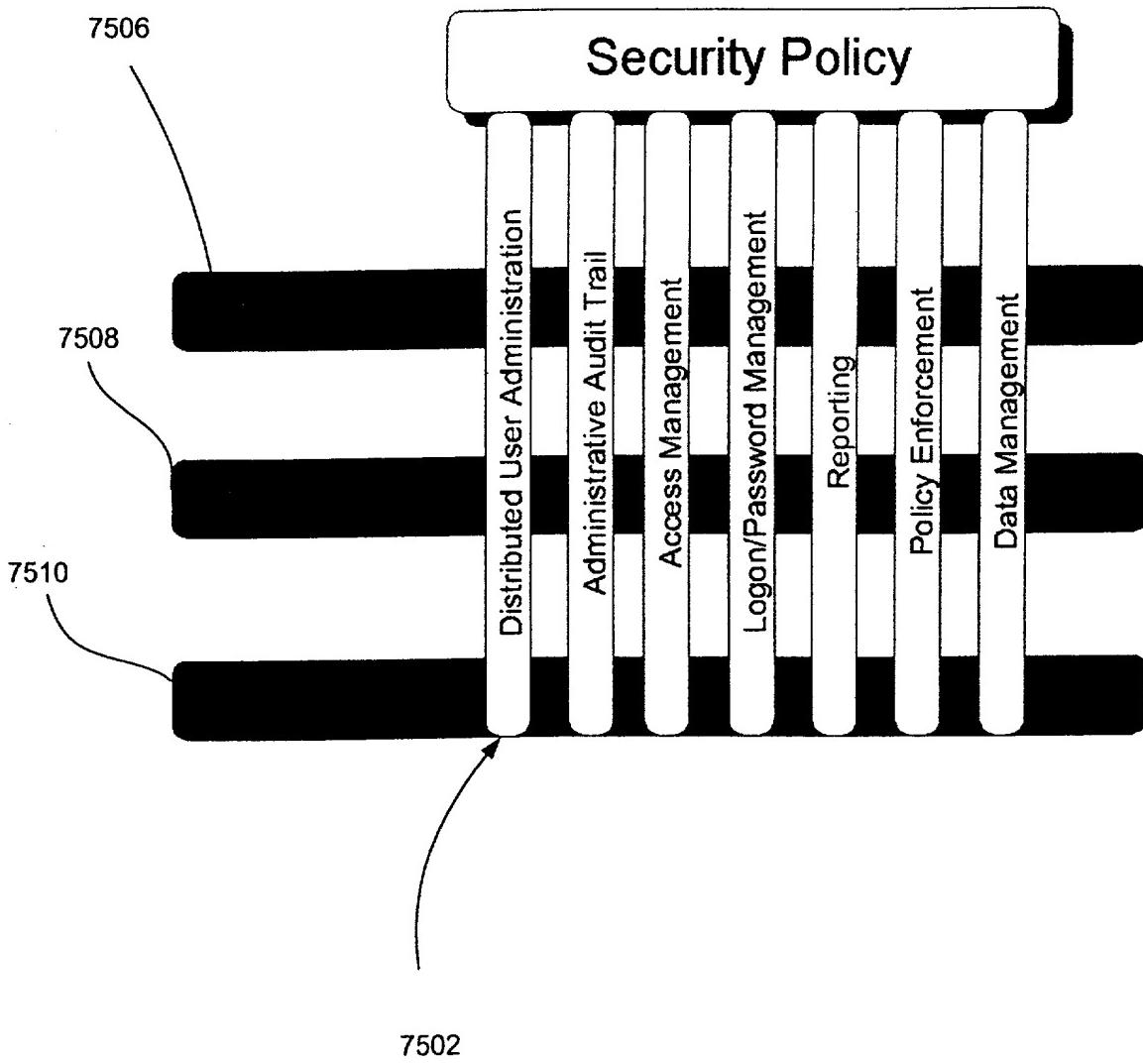
FIG. 72

**FIG. 73**

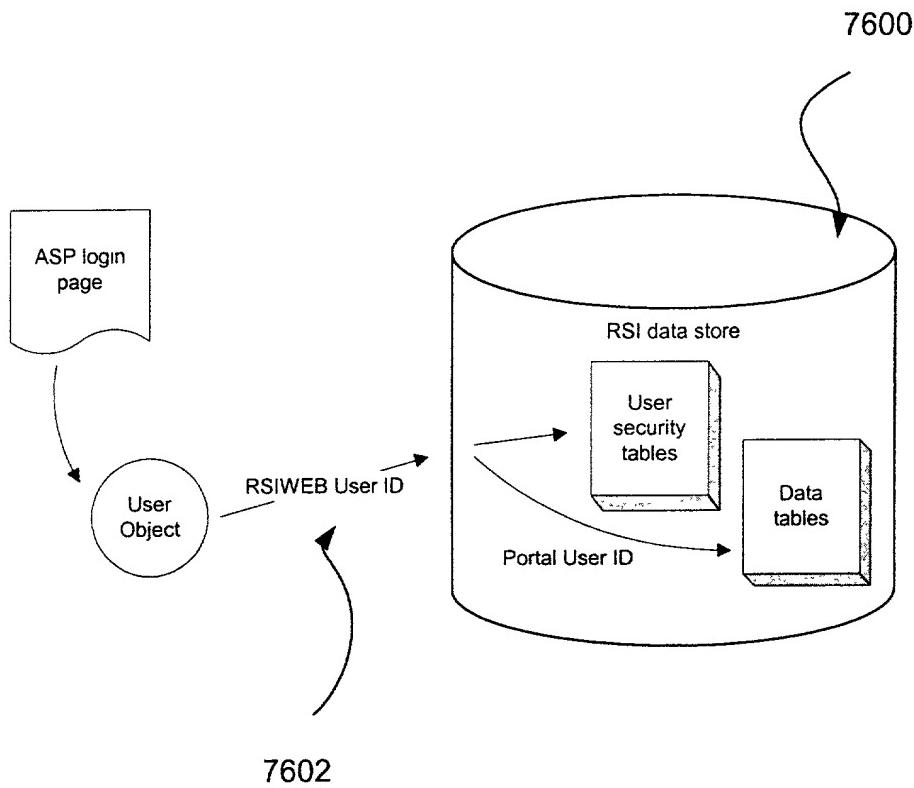


**FIG. 74**





**Fig. 75**



**Fig. 76**

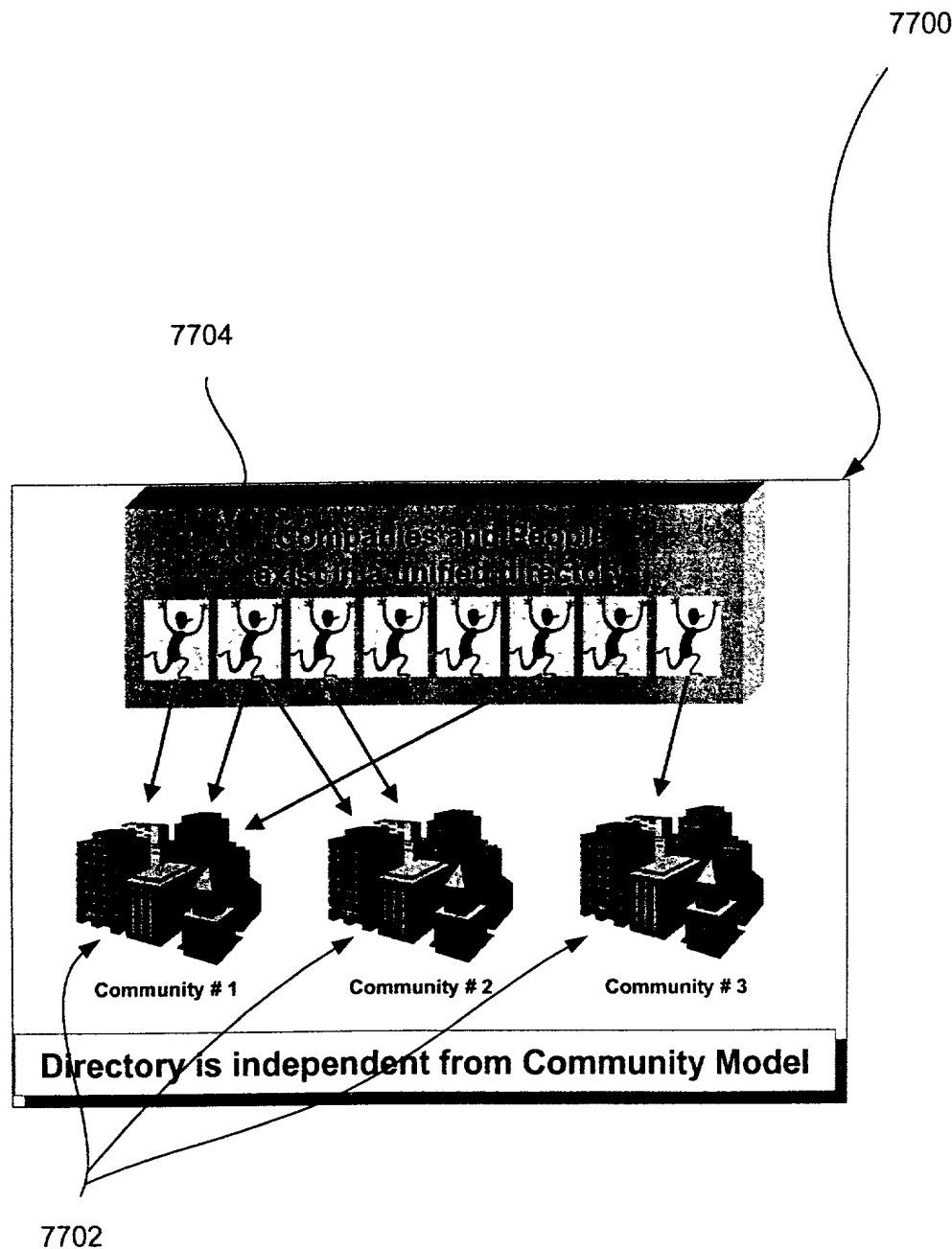


Fig. 77

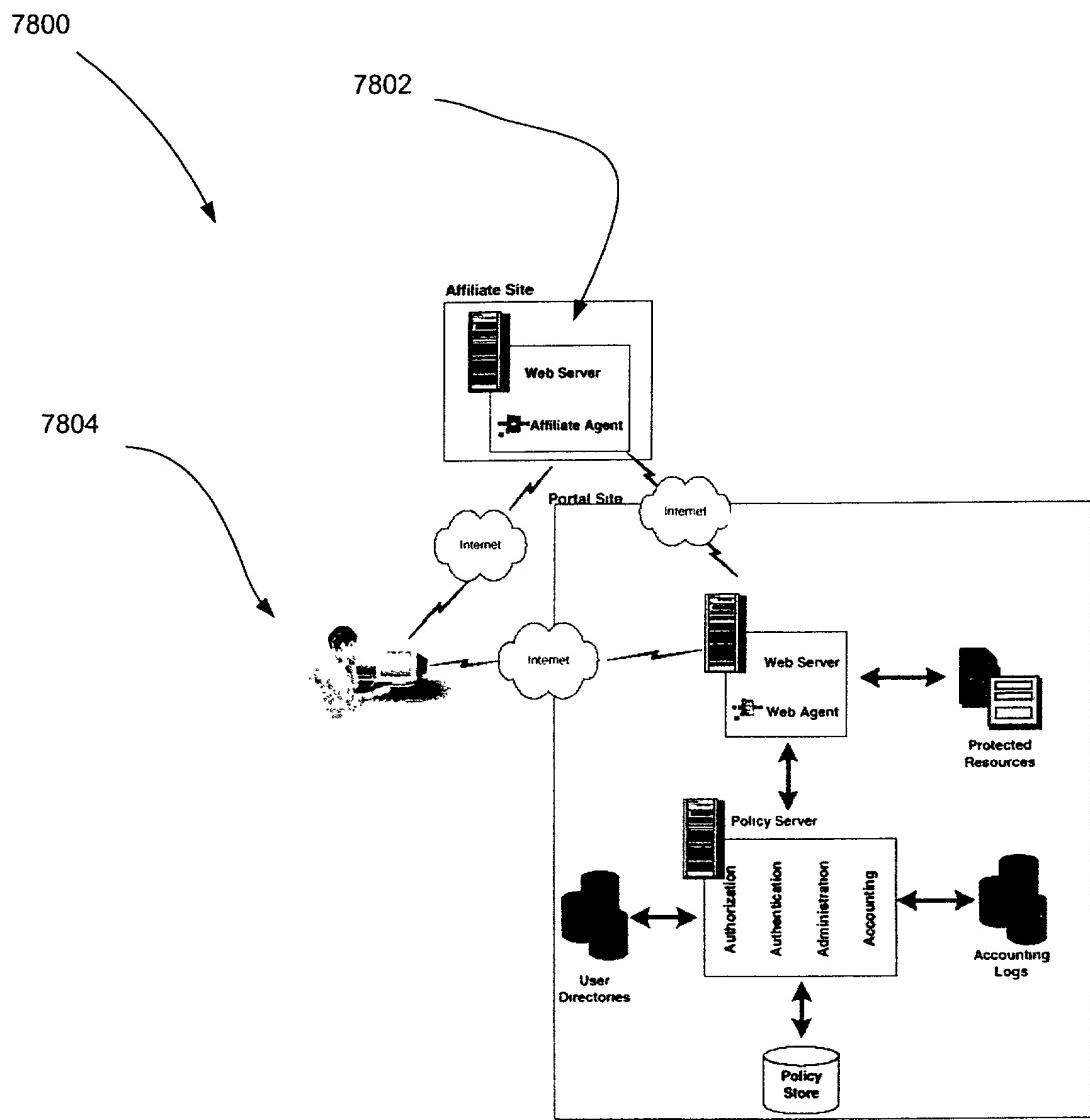
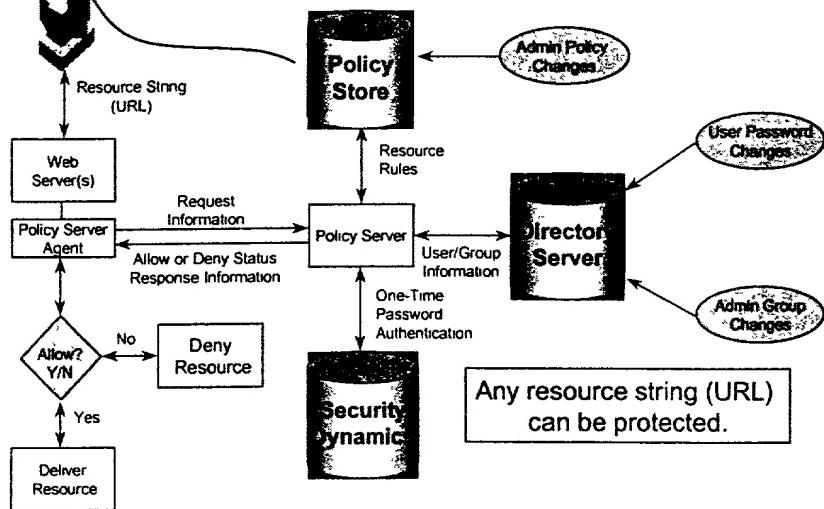


Fig. 78

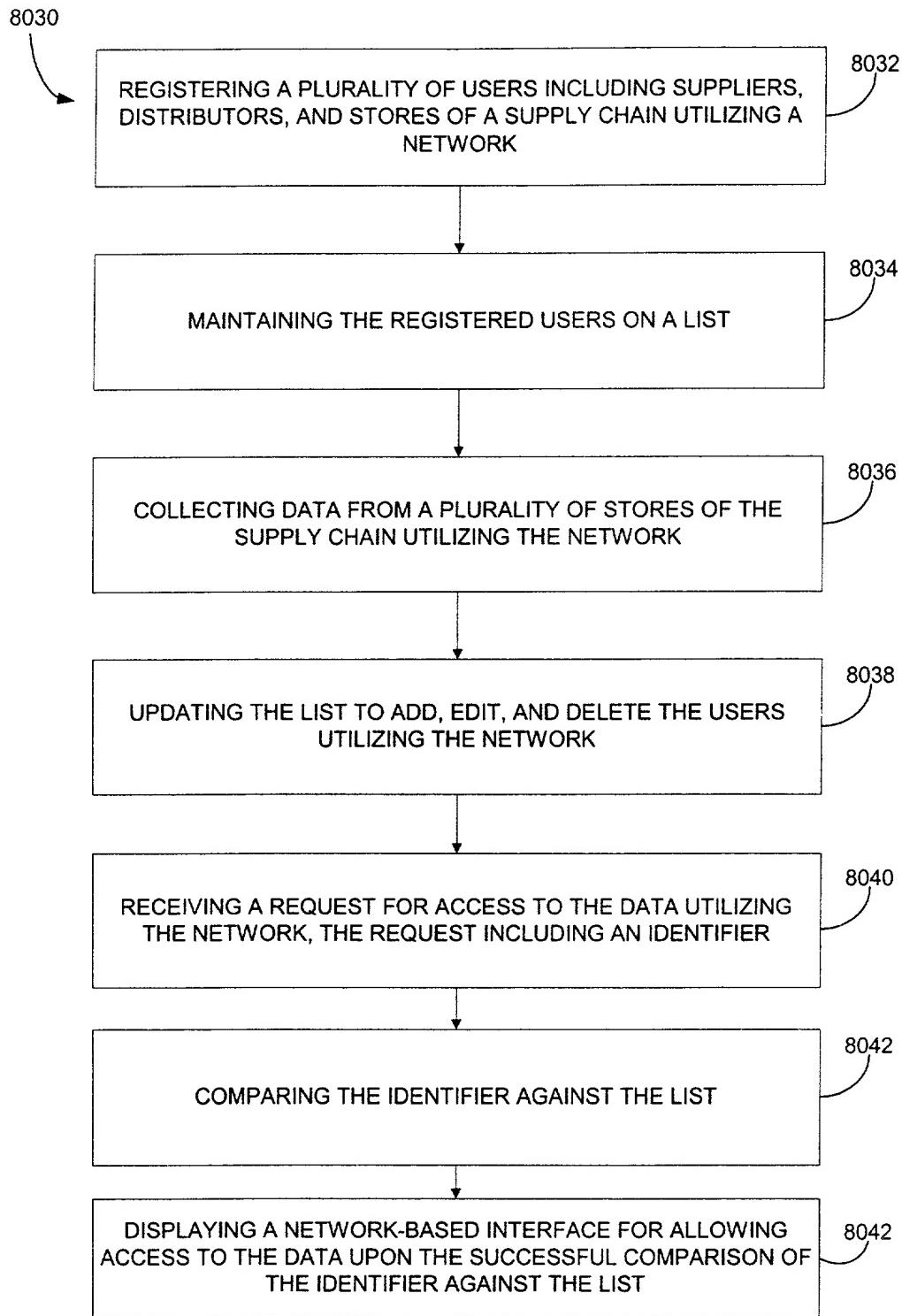
7900

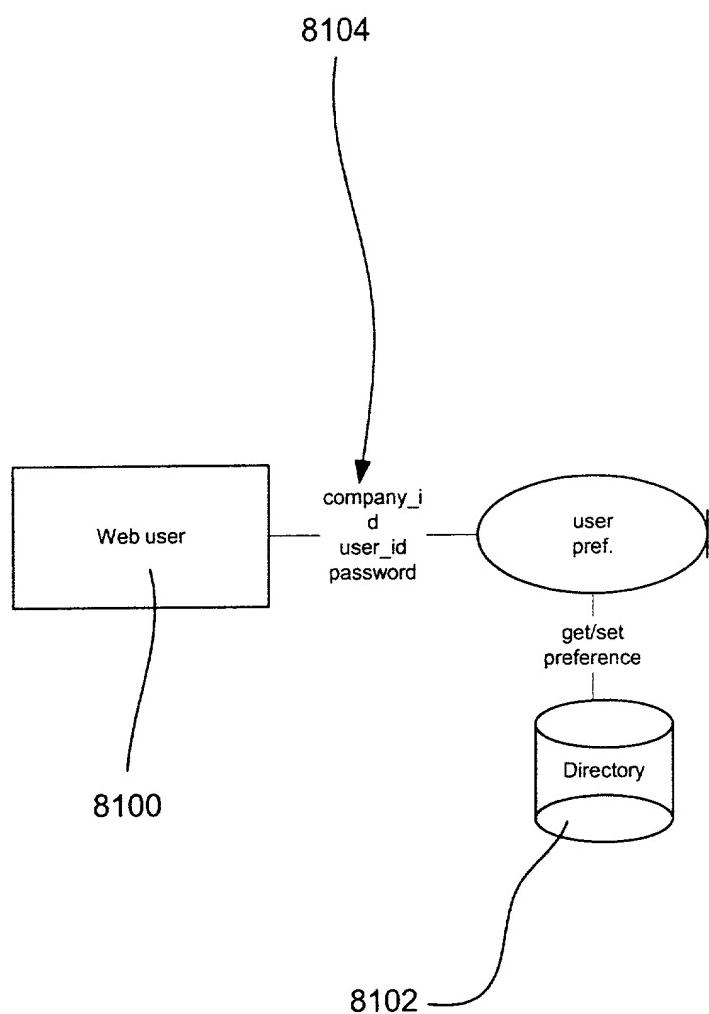
7902

### Policy-Based Web Security Model

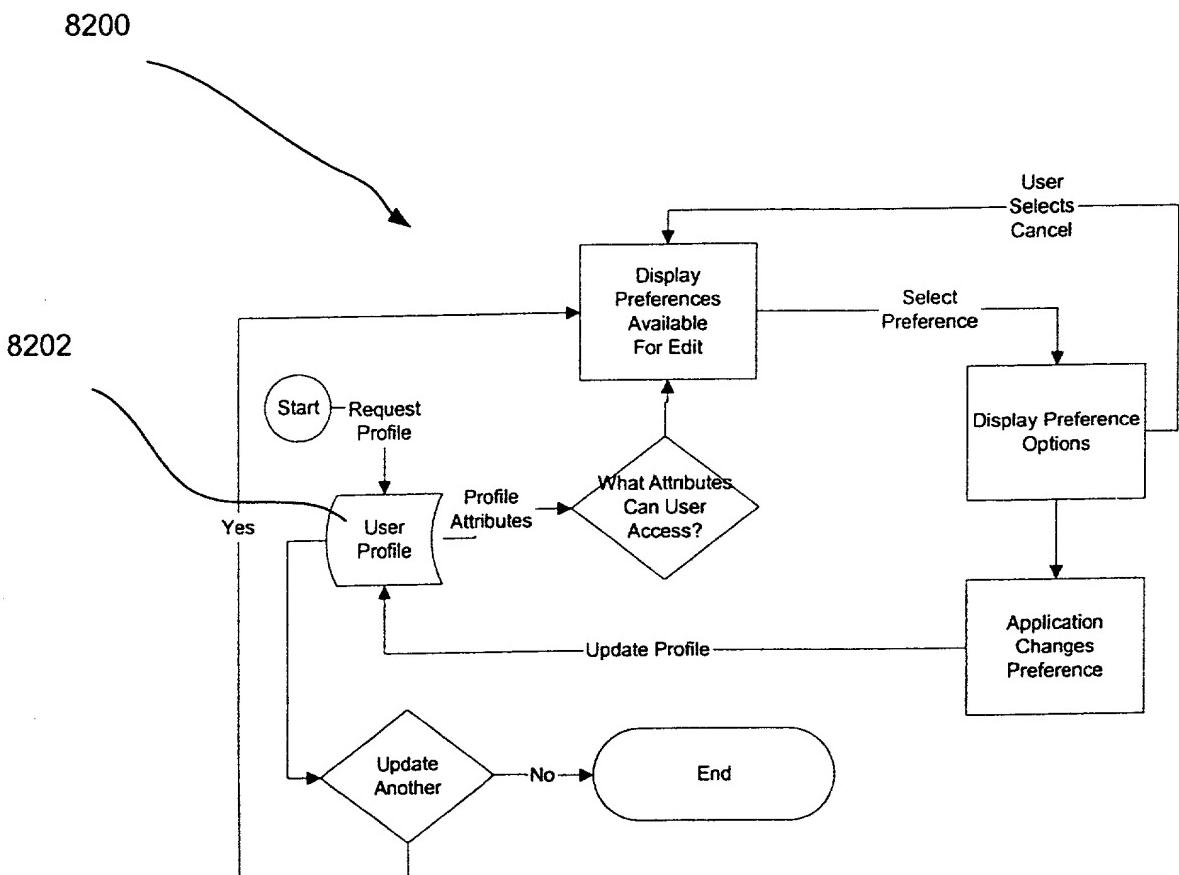


**Fig. 79**

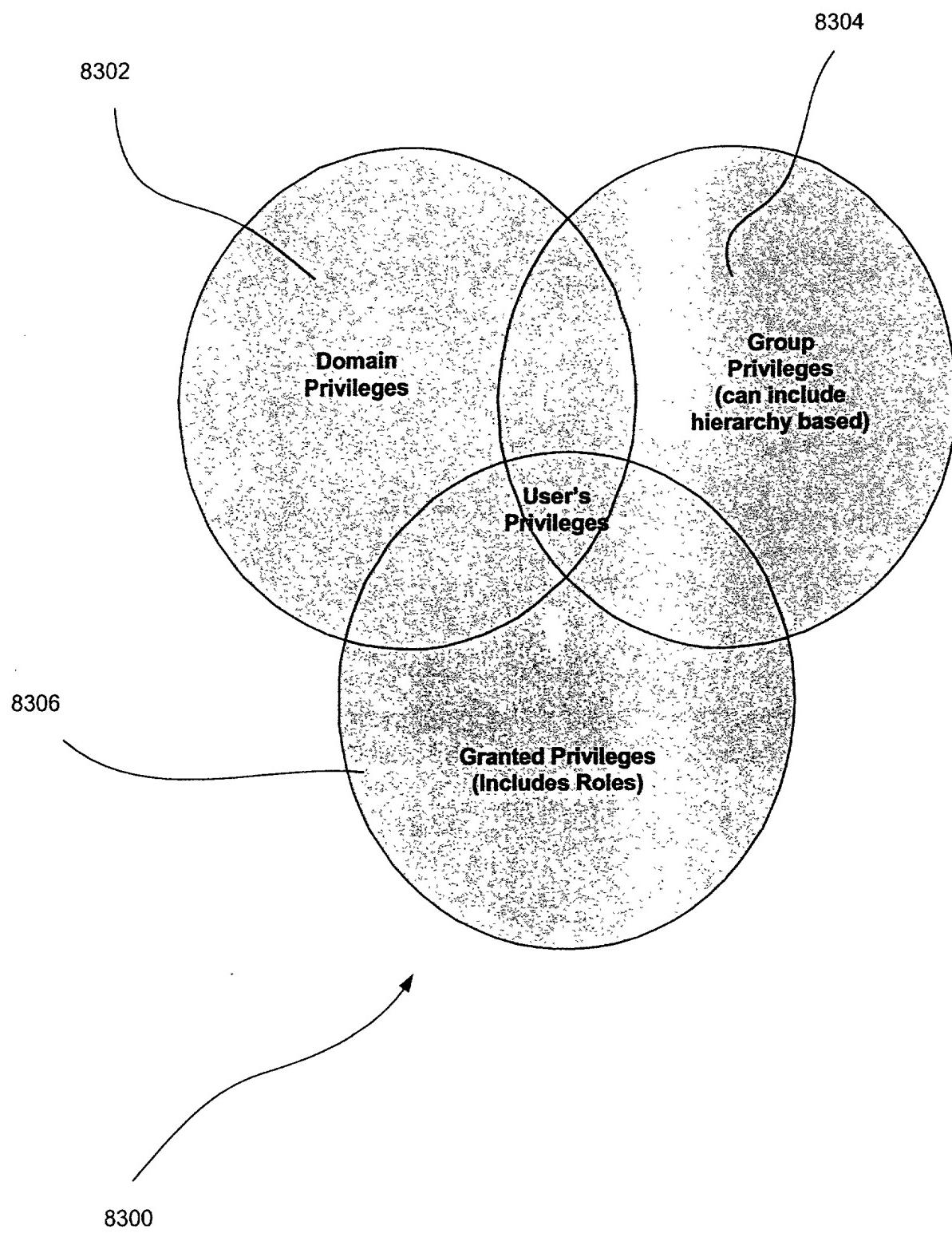
**FIG. 80**



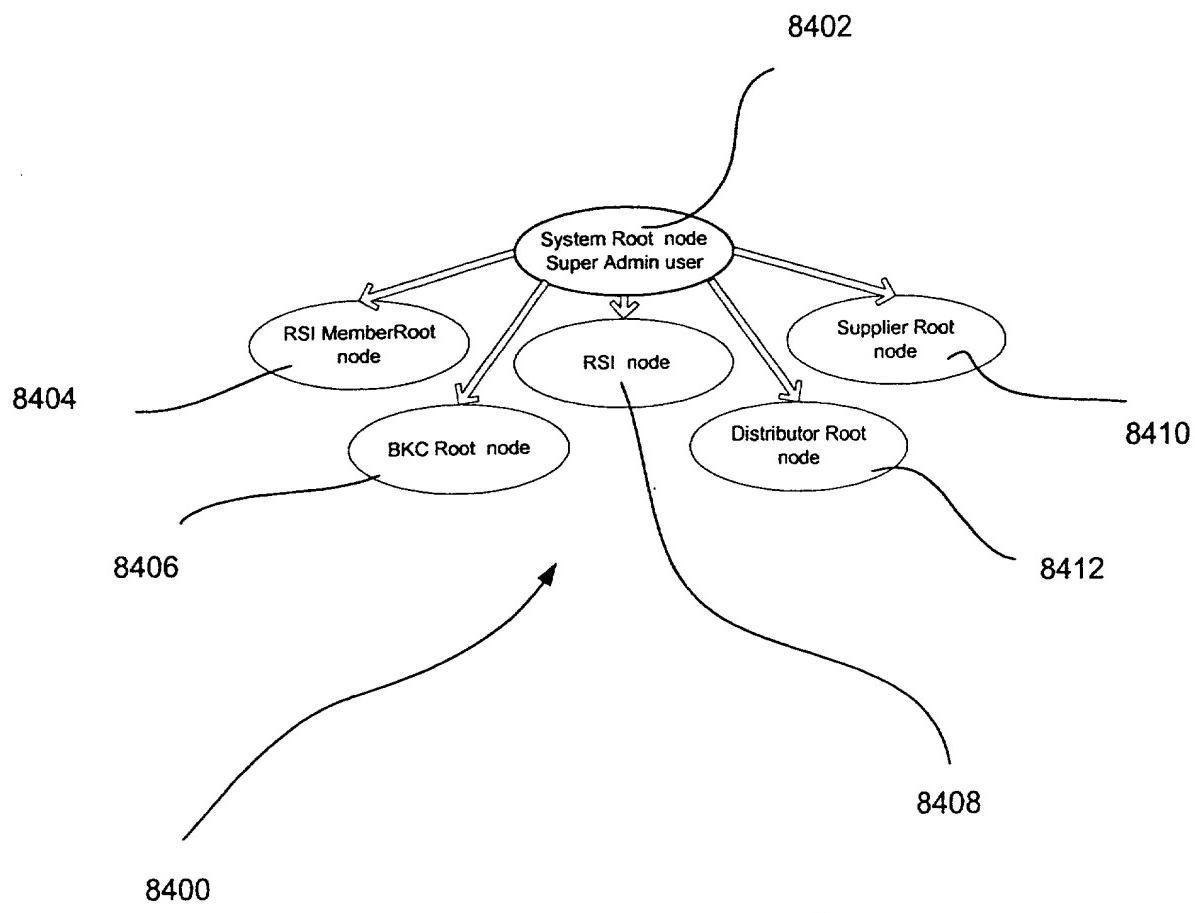
**Fig. 81**



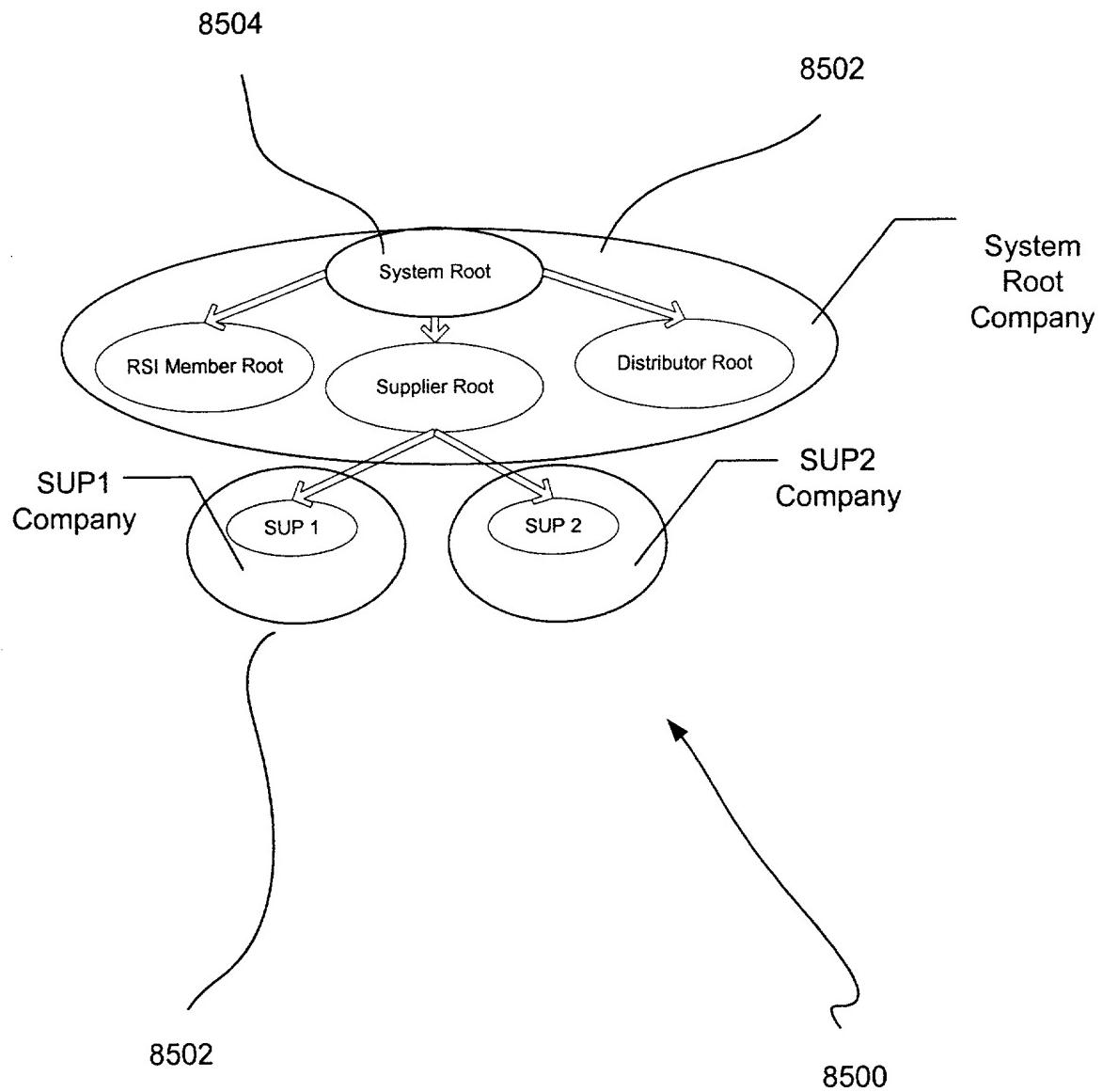
**Fig. 82**



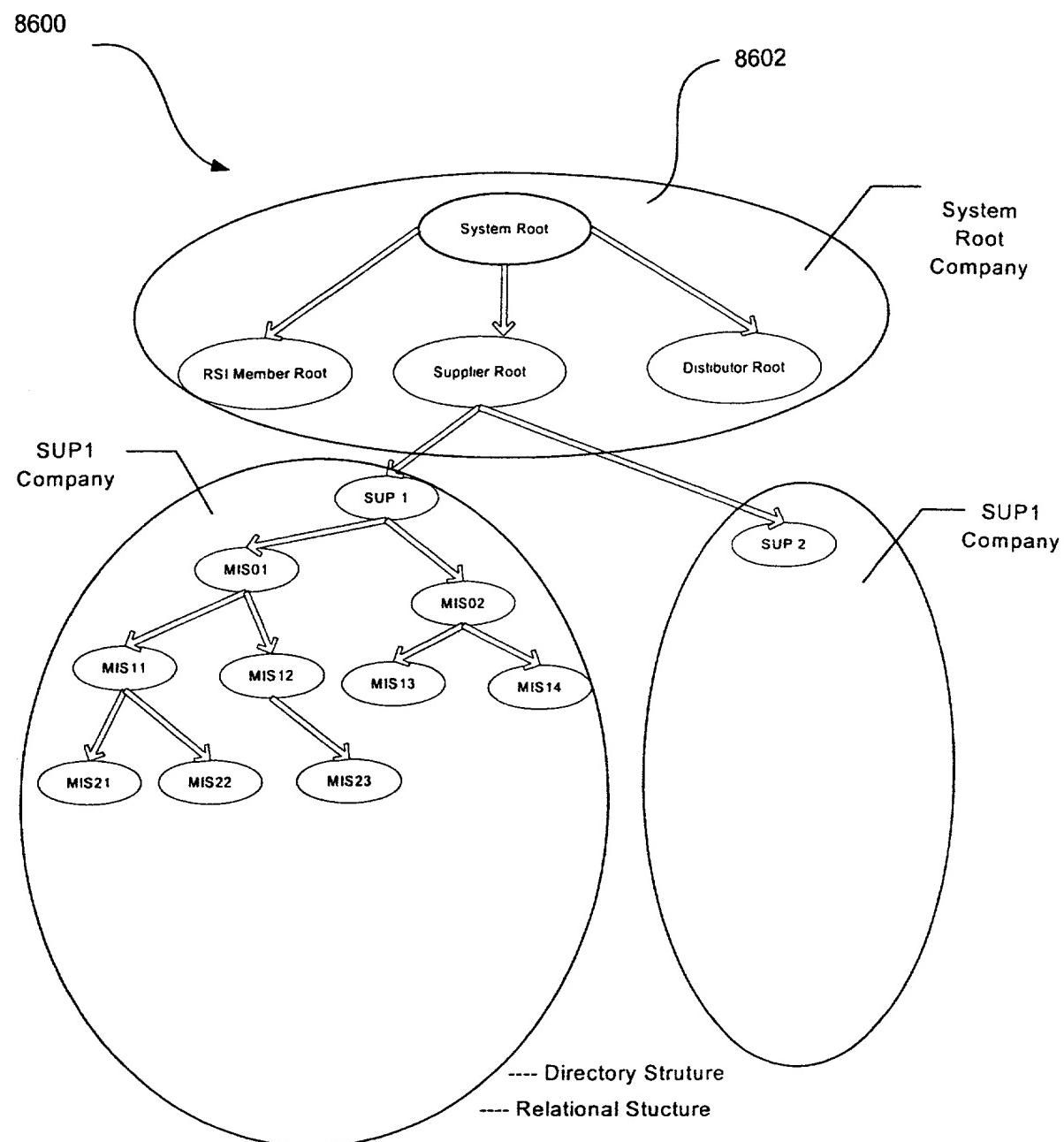
**Fig. 83**



**Fig. 84**

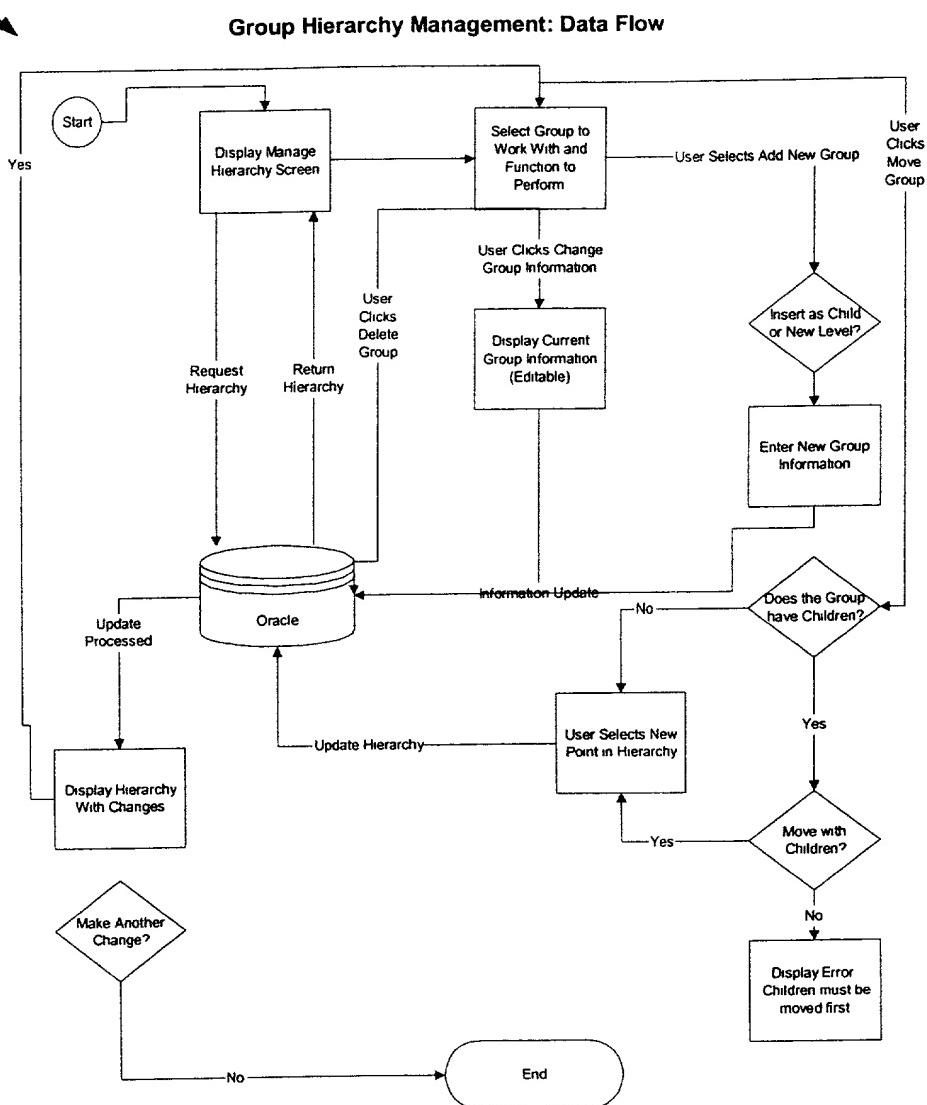


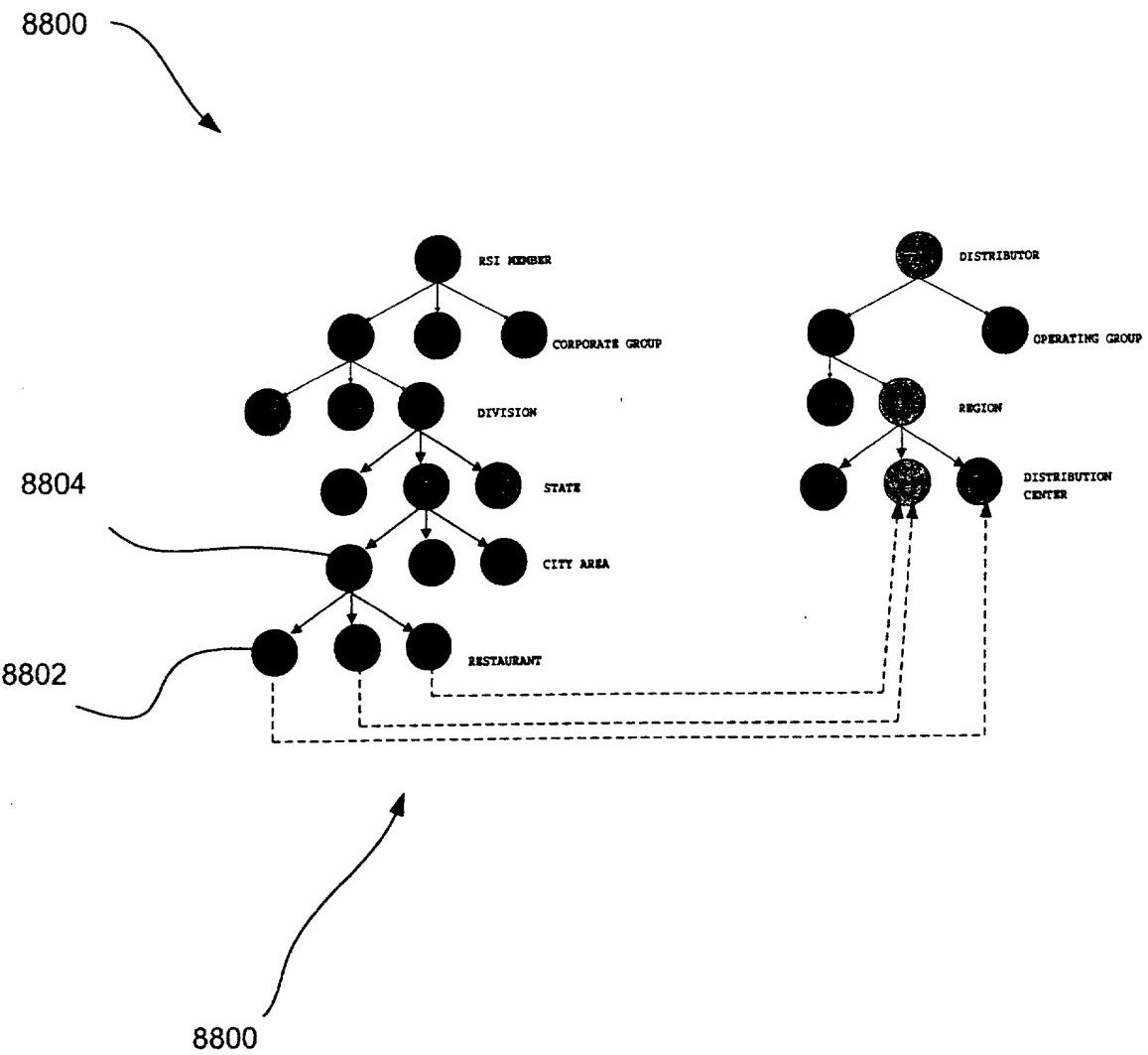
**Fig. 85**



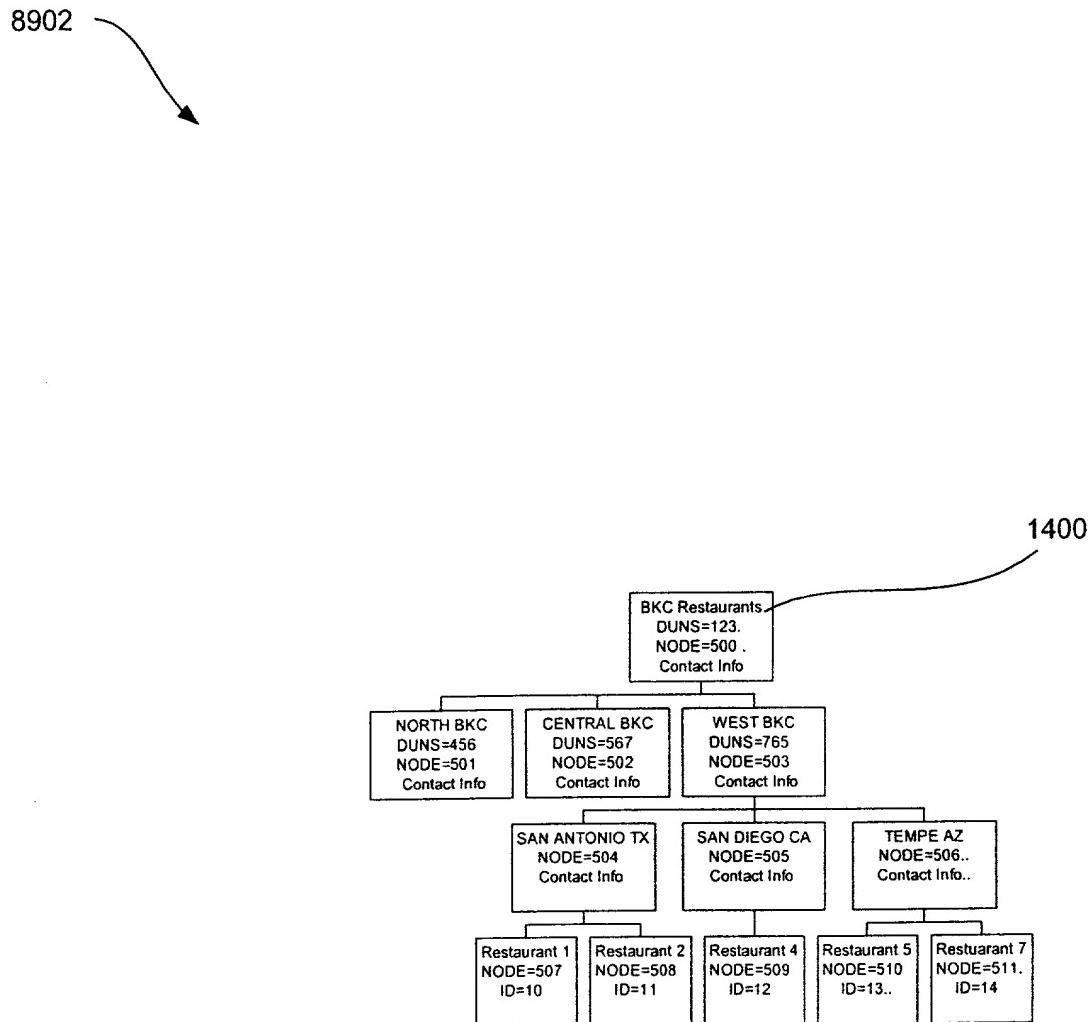
**Fig. 86**

8700

**Fig. 87**

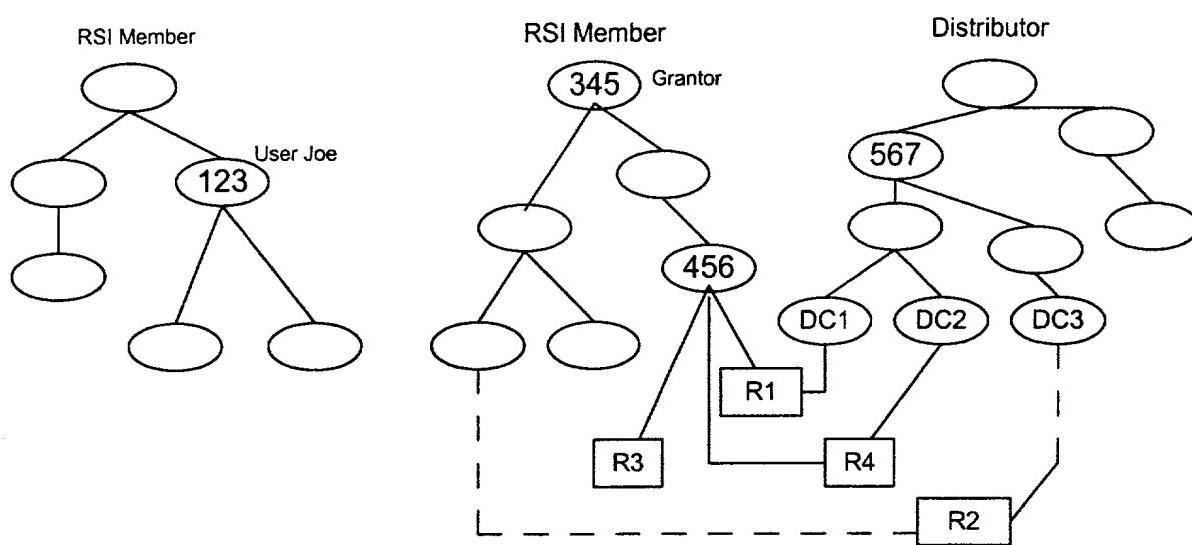


**Fig. 88**



**Fig. 89**

9000



**FIG. 90**

9100

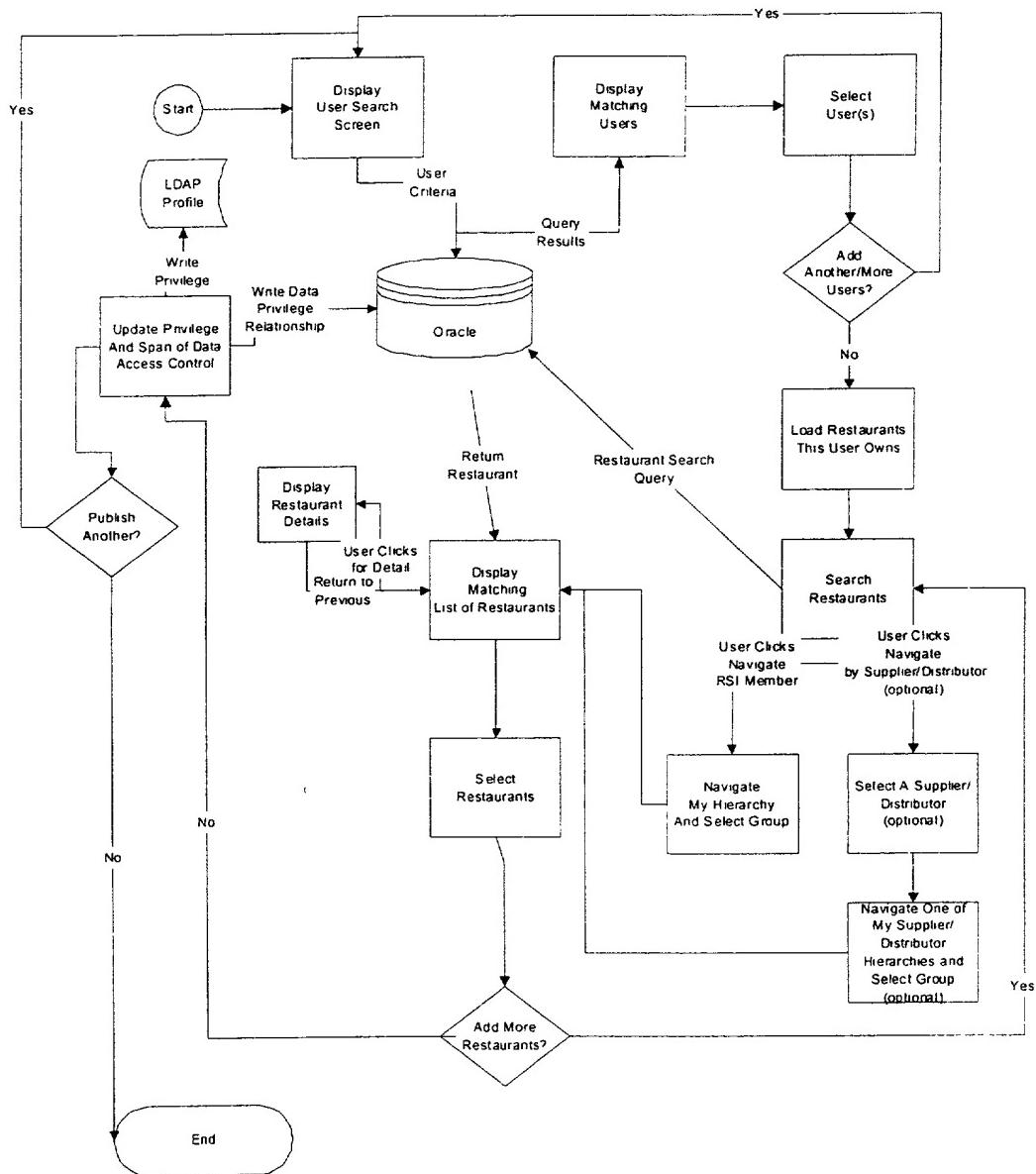
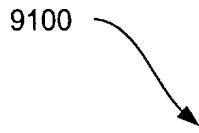
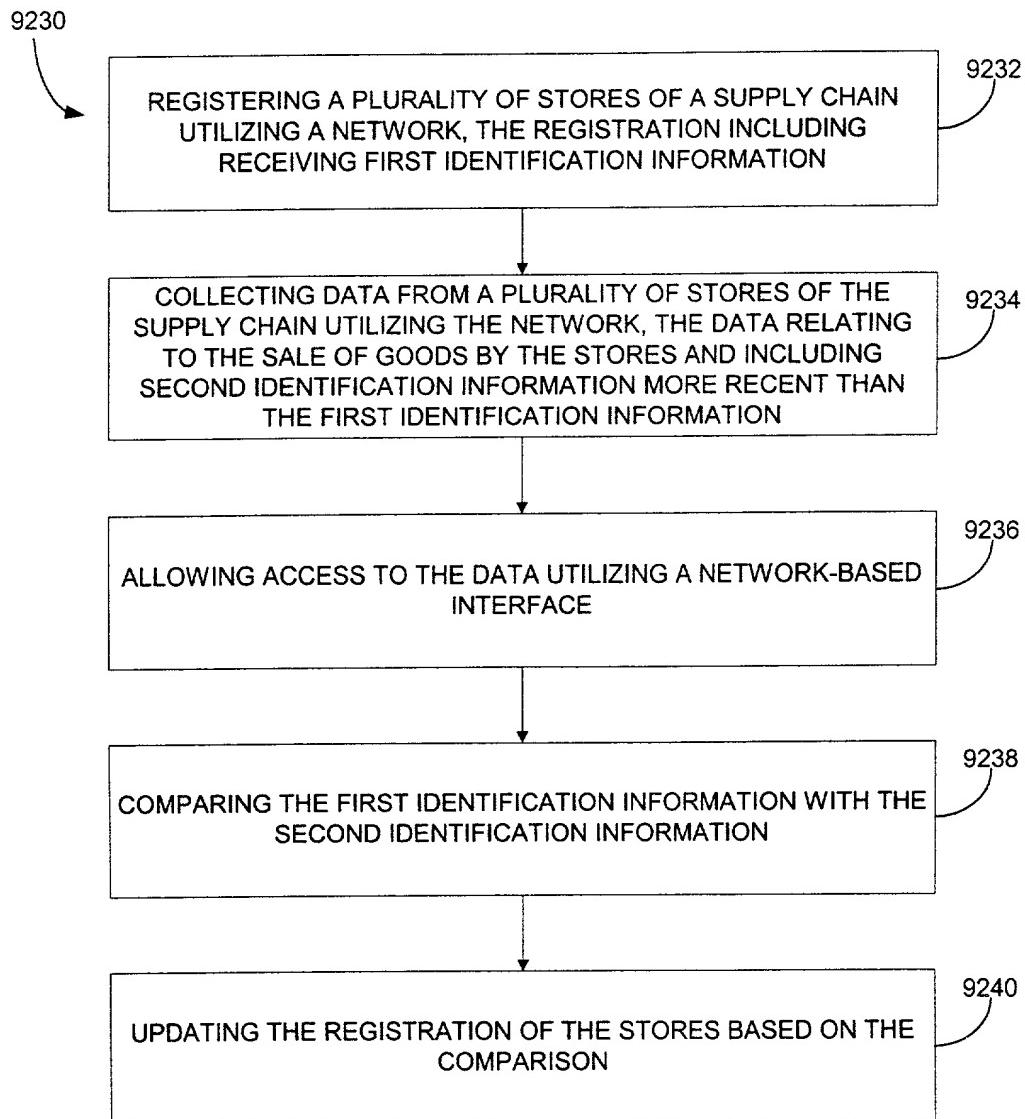
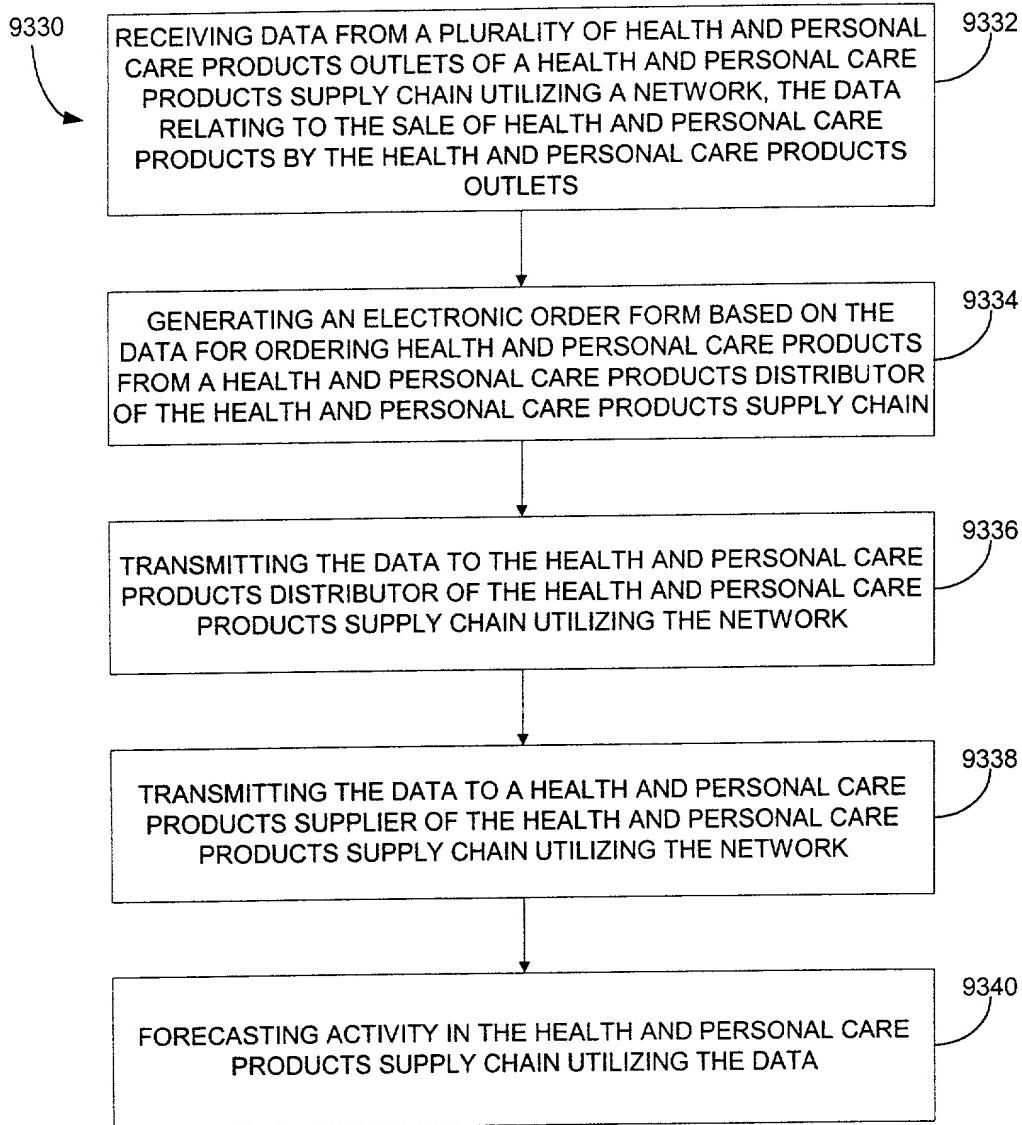


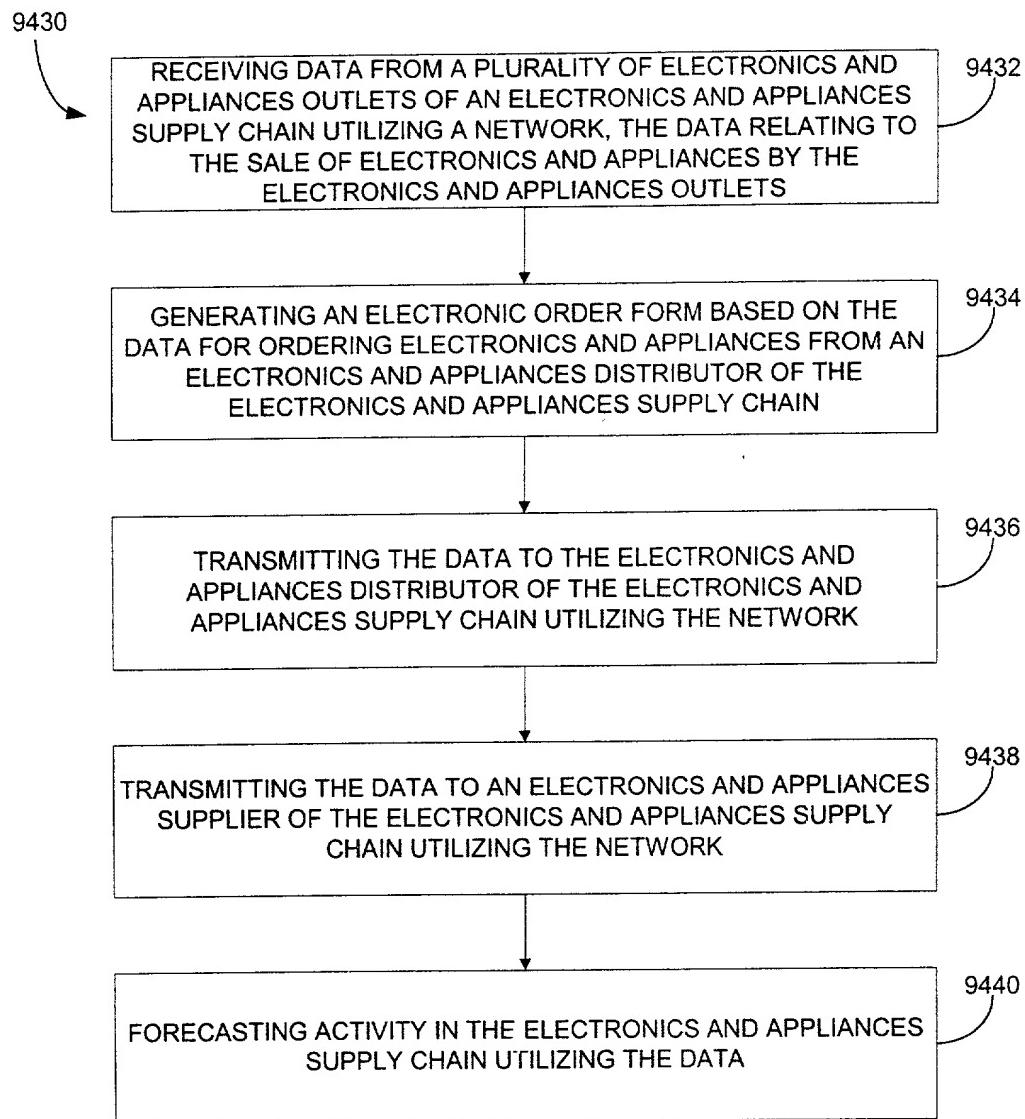
Fig. 91



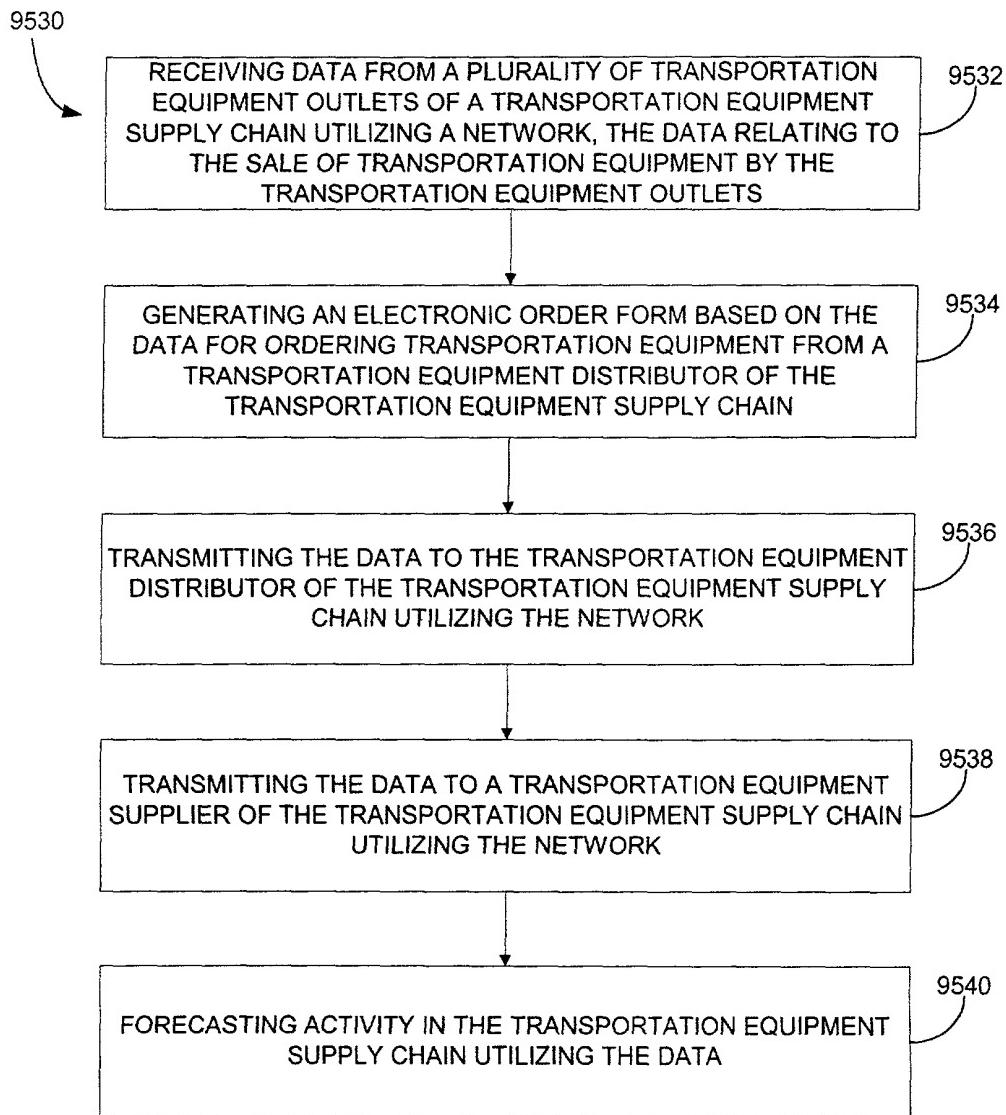
**FIG. 92**



**FIG. 93**

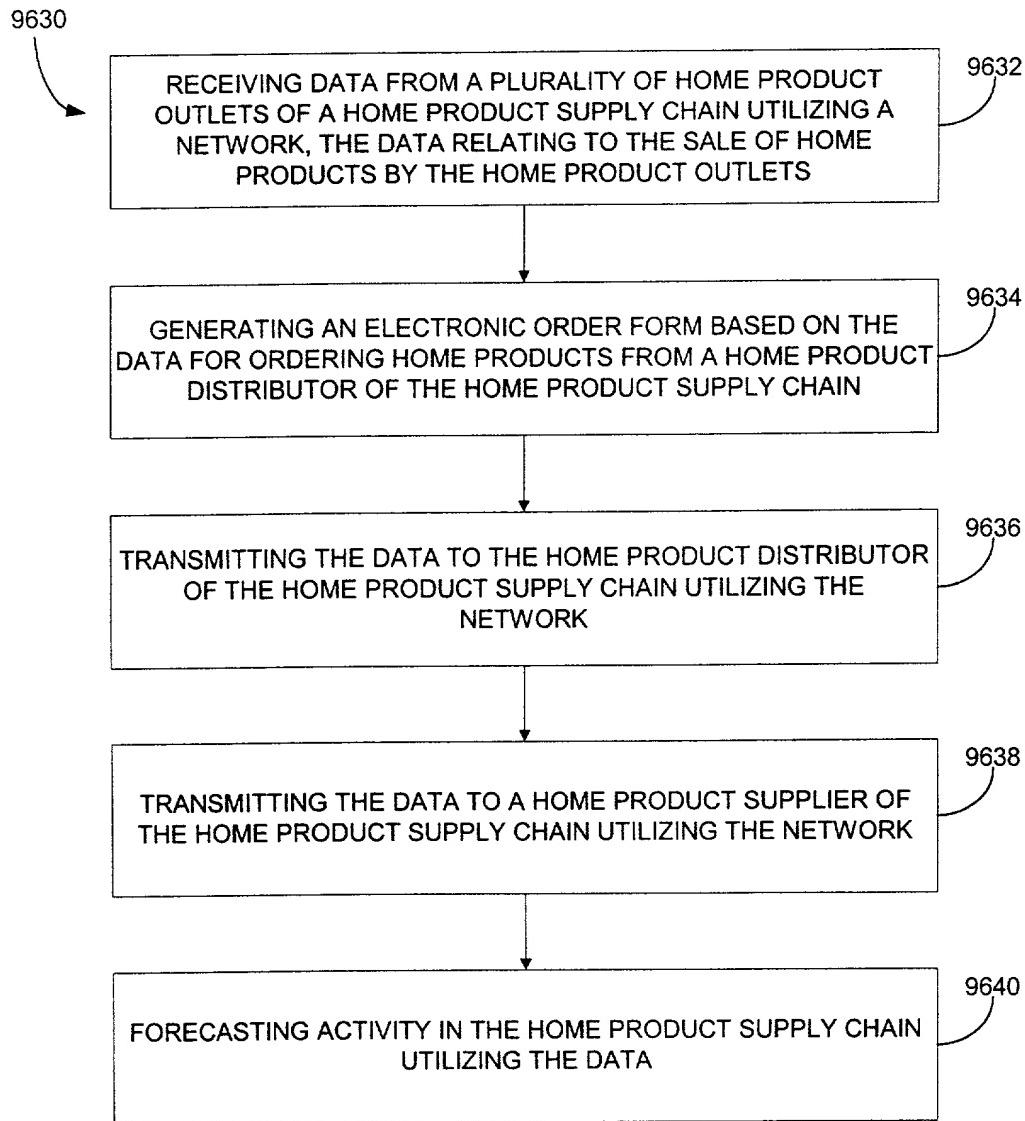


**FIG. 94**

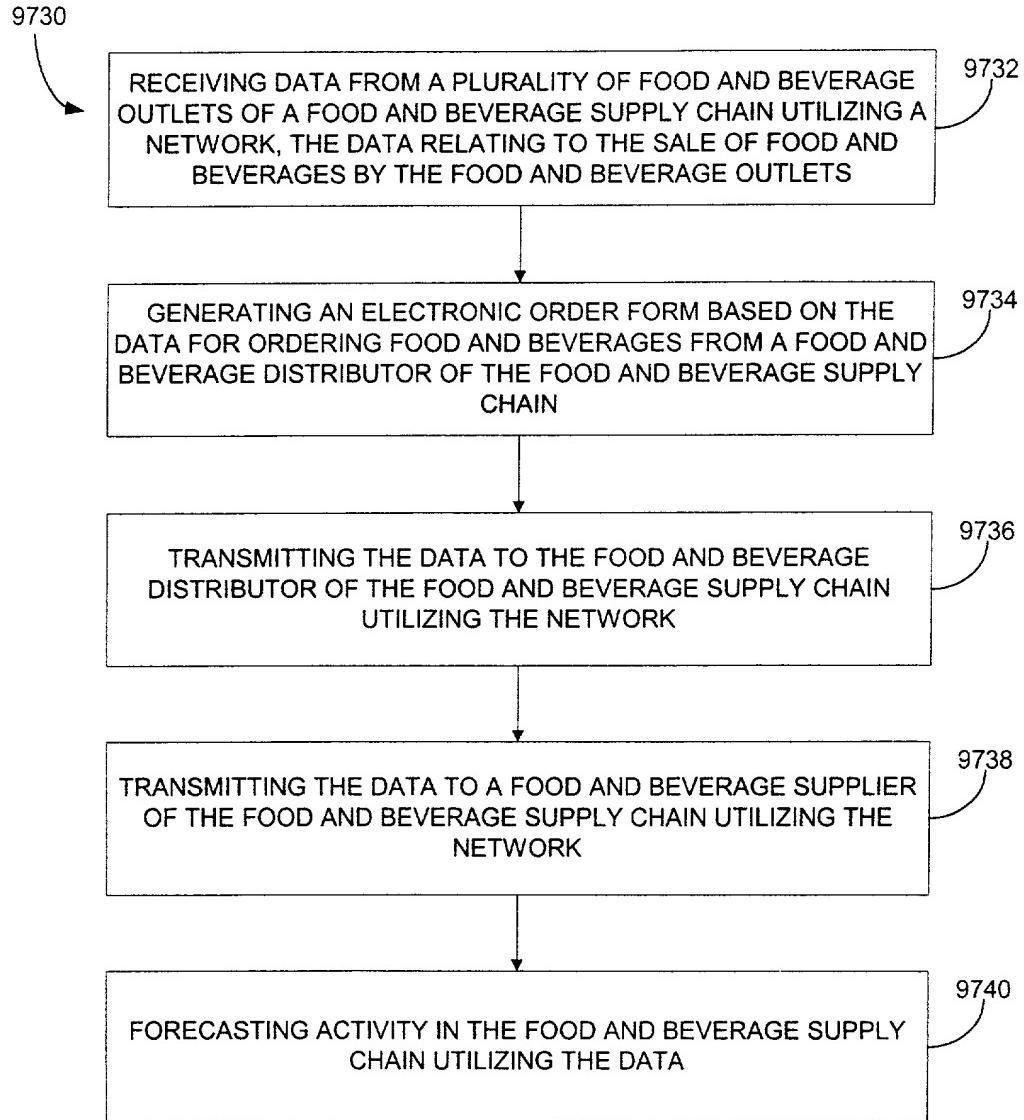


**FIG. 95**

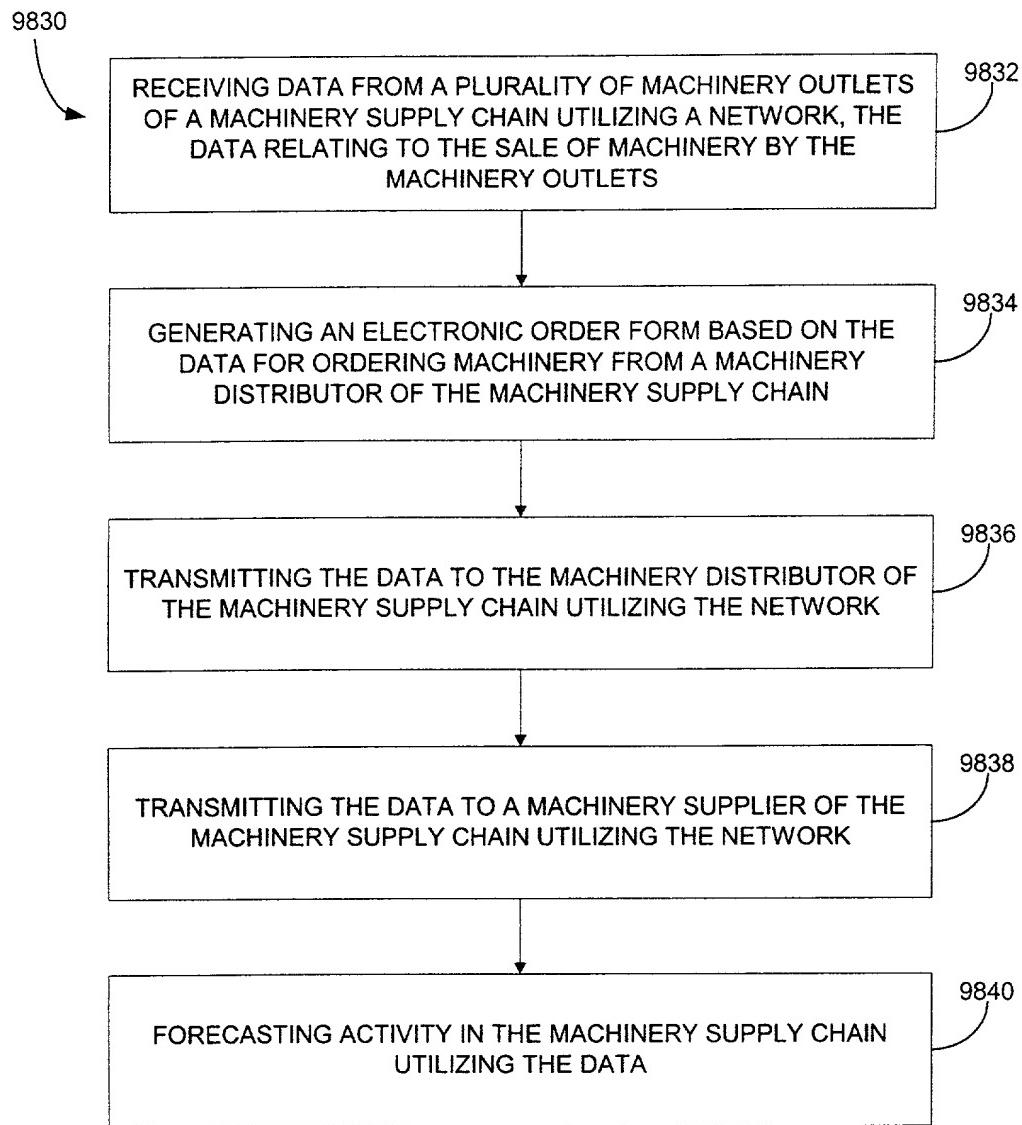
P5916648-0304



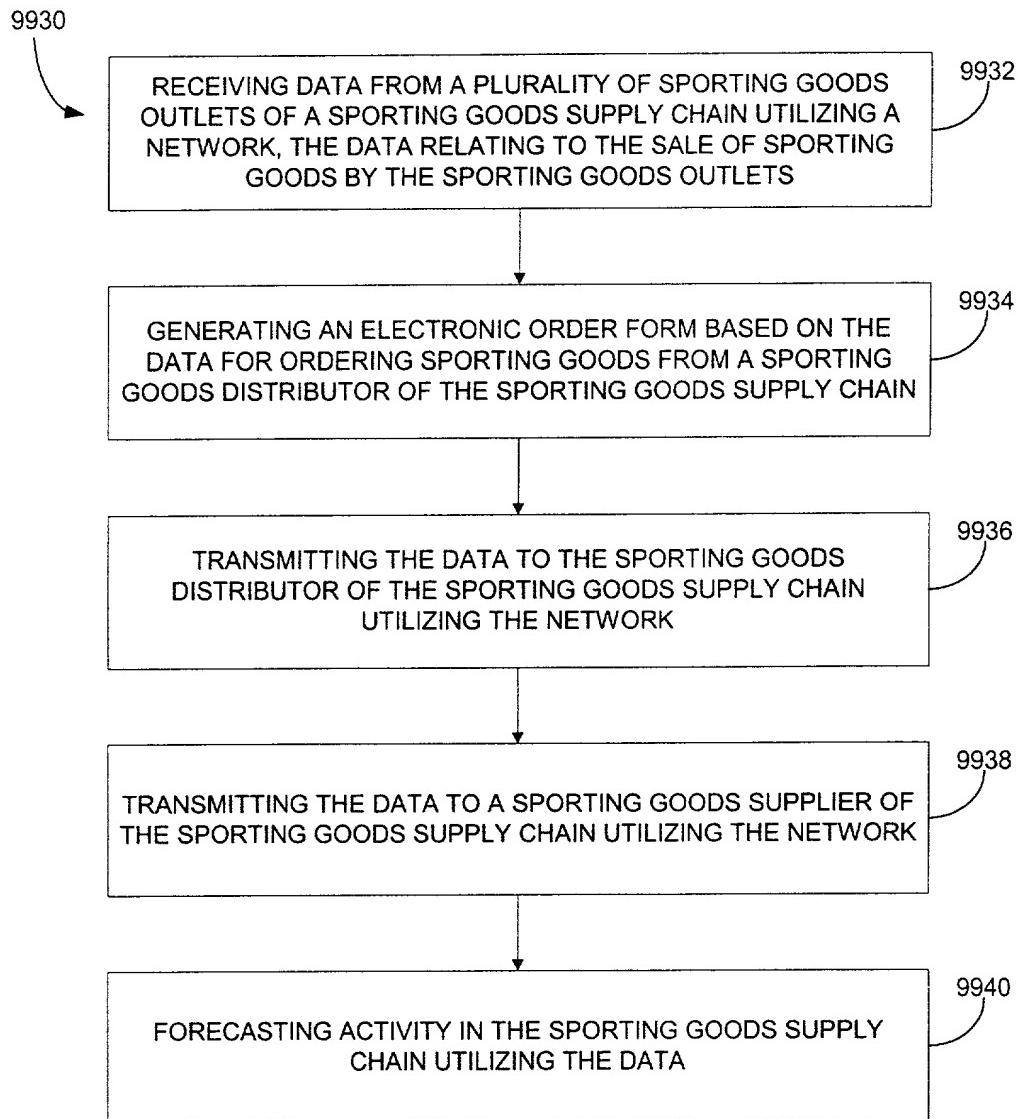
**FIG. 96**



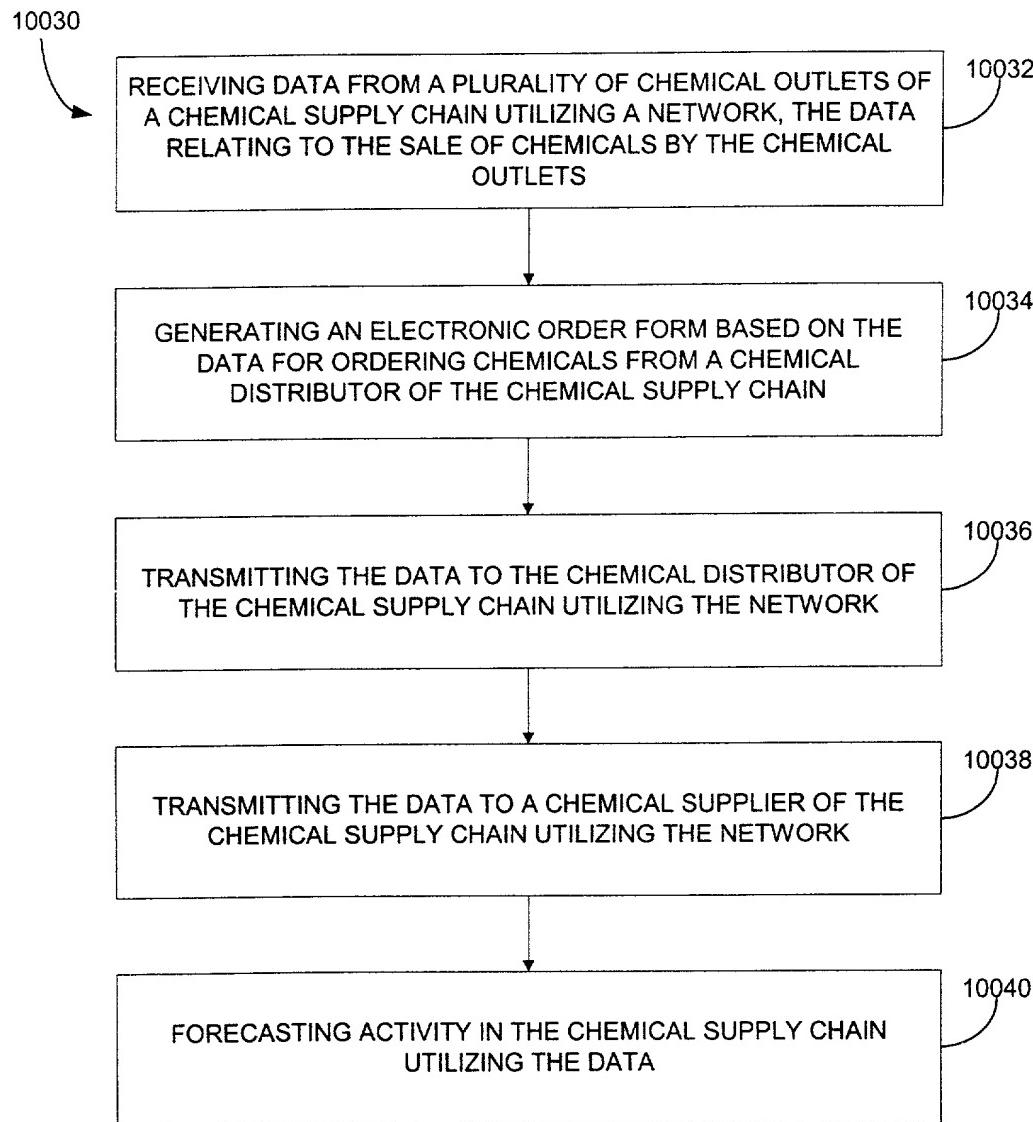
**FIG. 97**



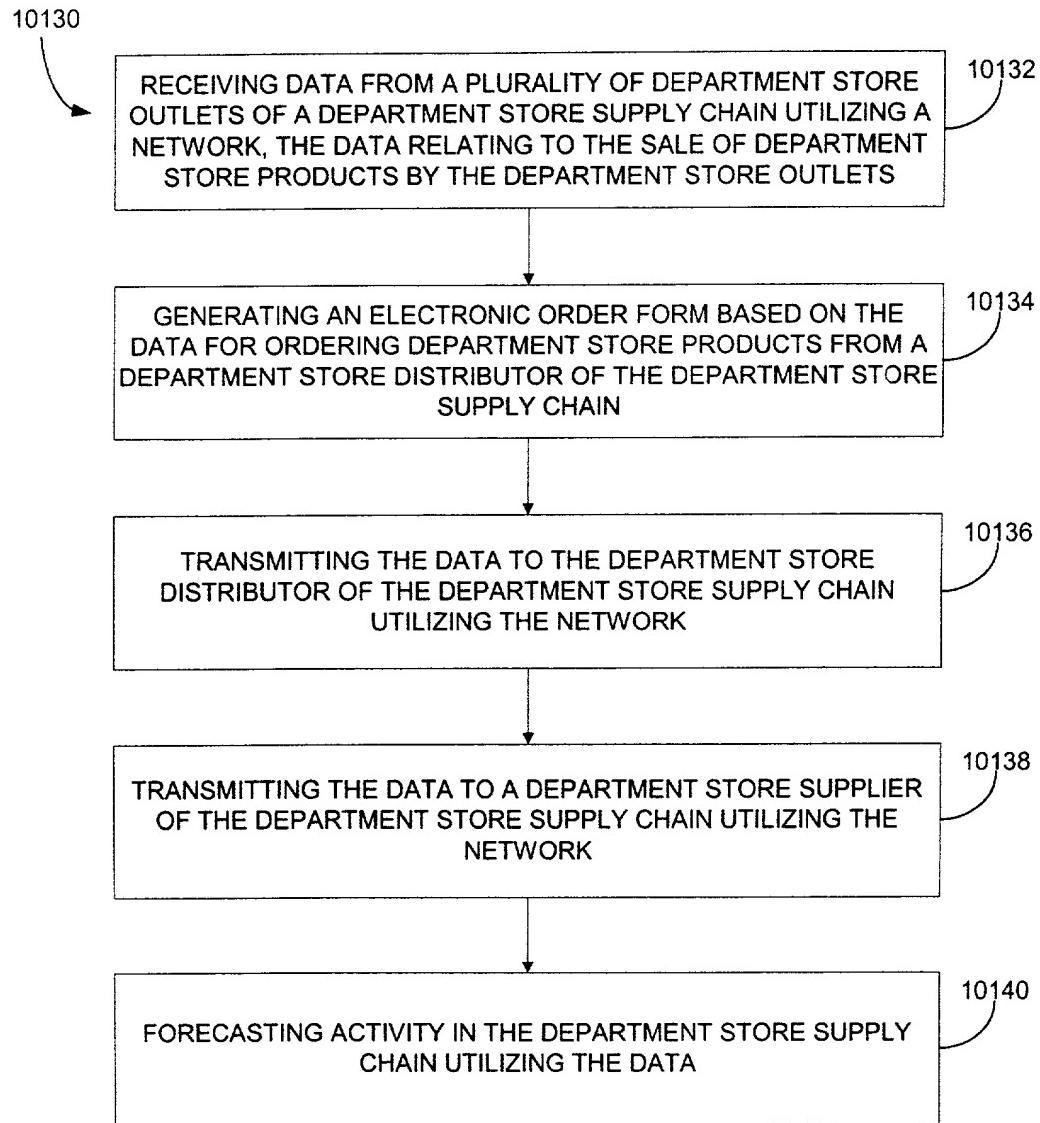
**FIG. 98**

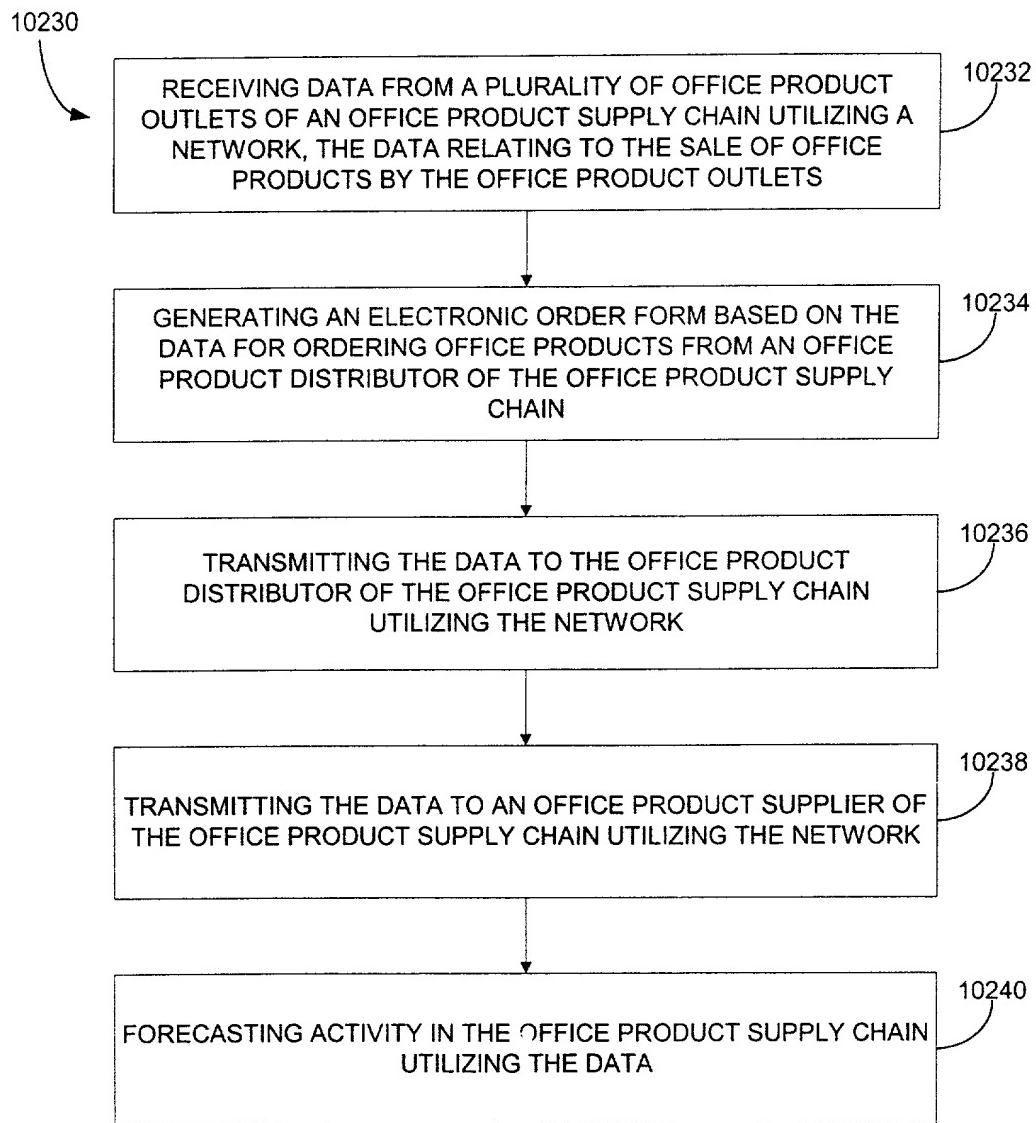


**FIG. 99**

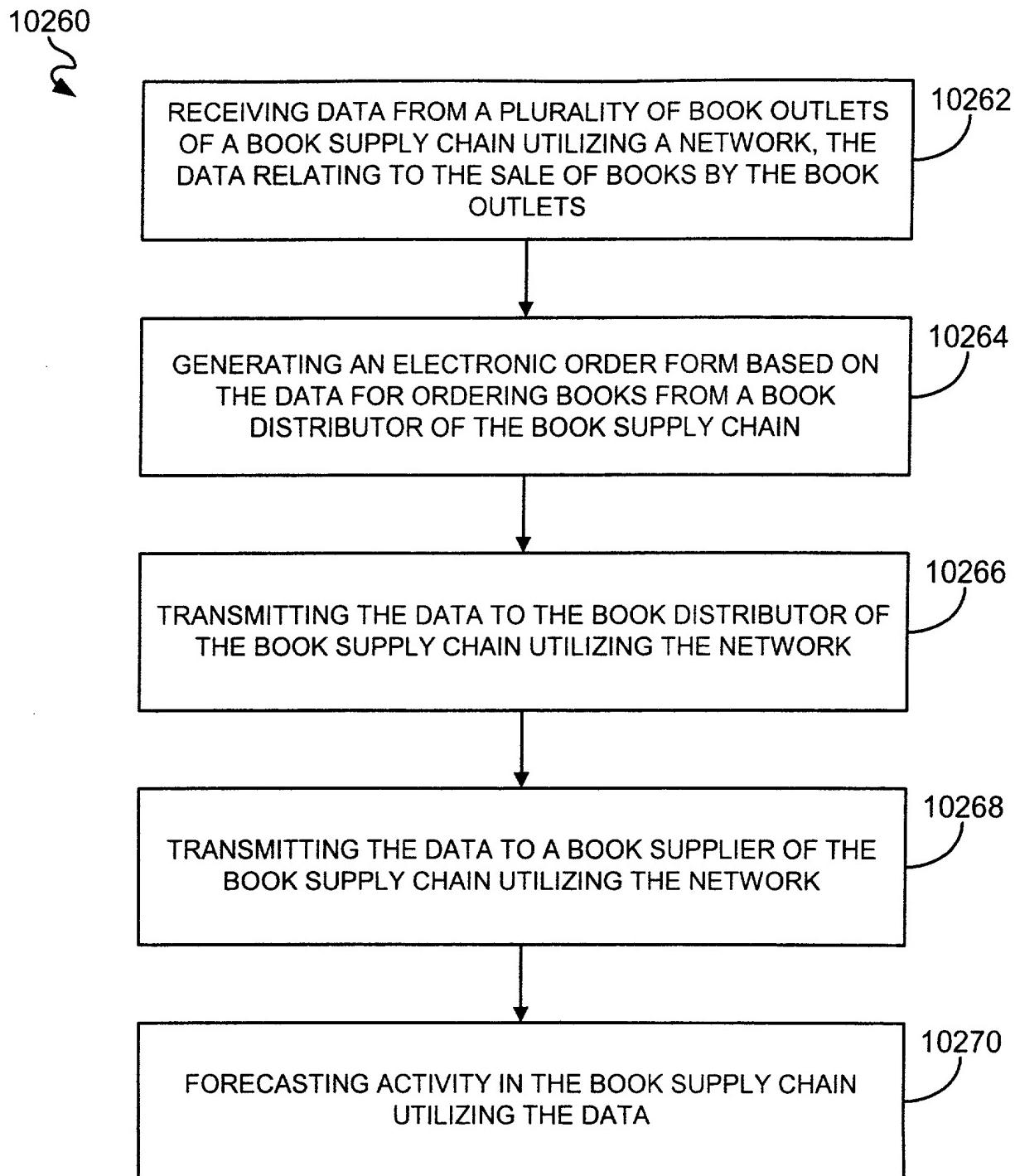


**FIG. 100**

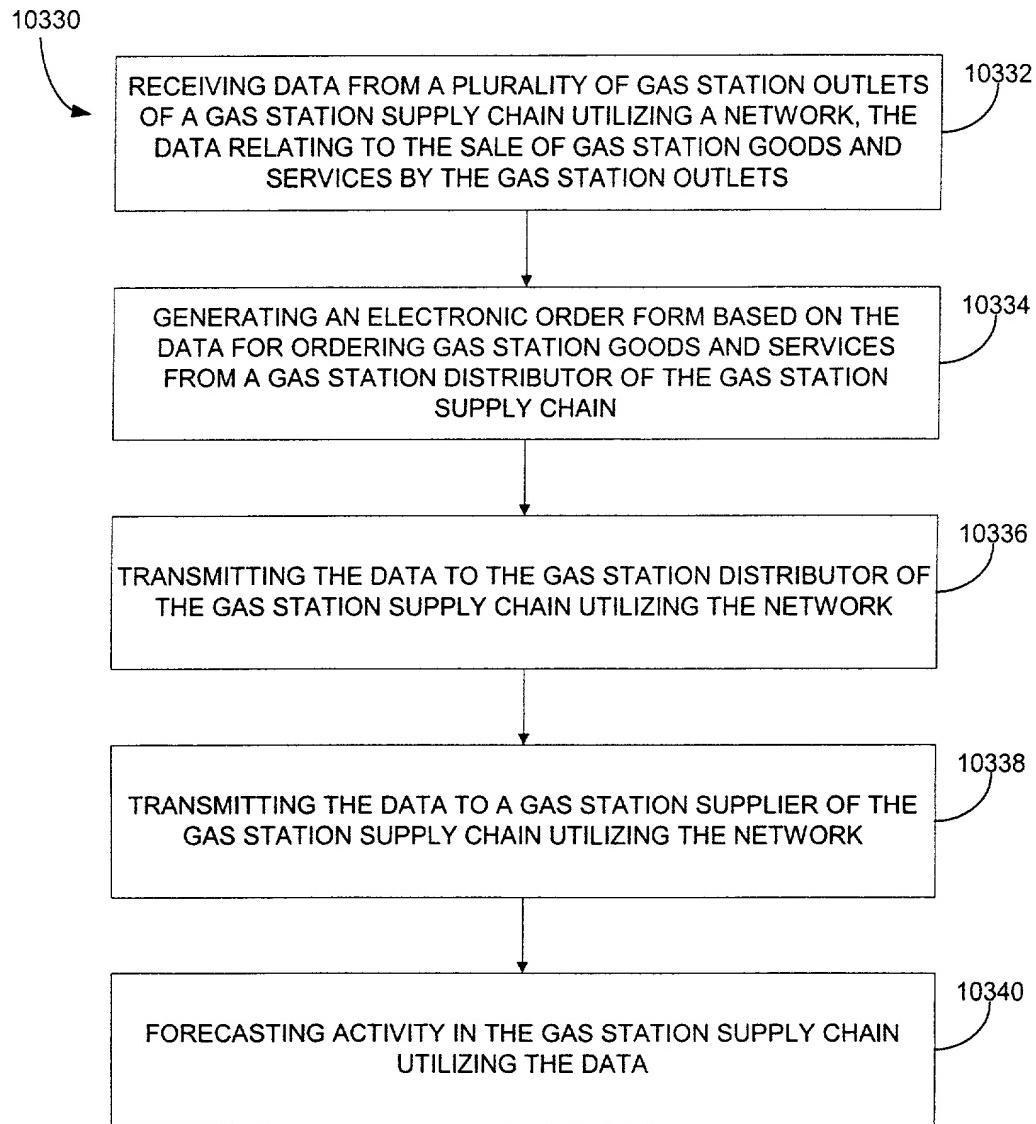
**FIG. 101**



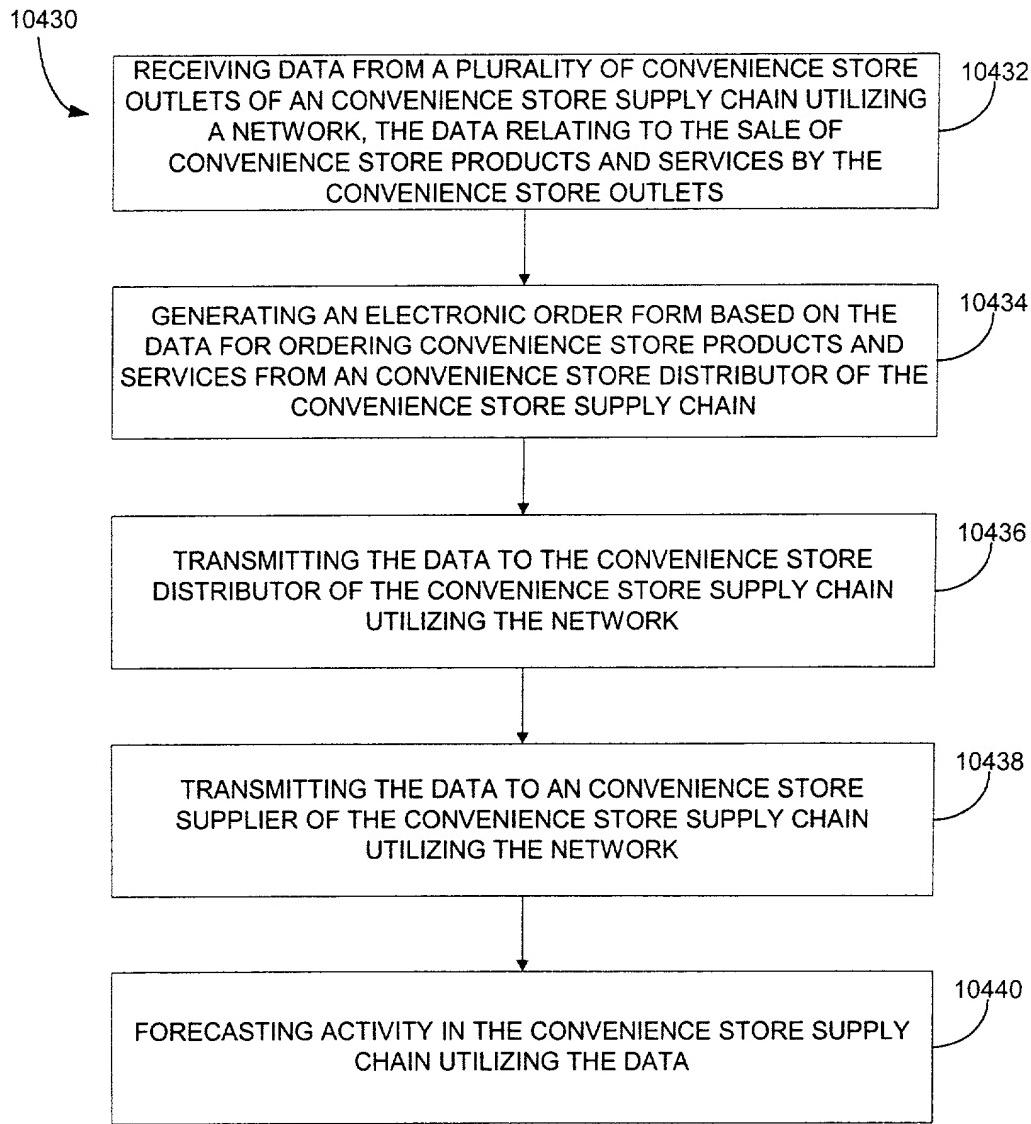
**FIG. 102A**



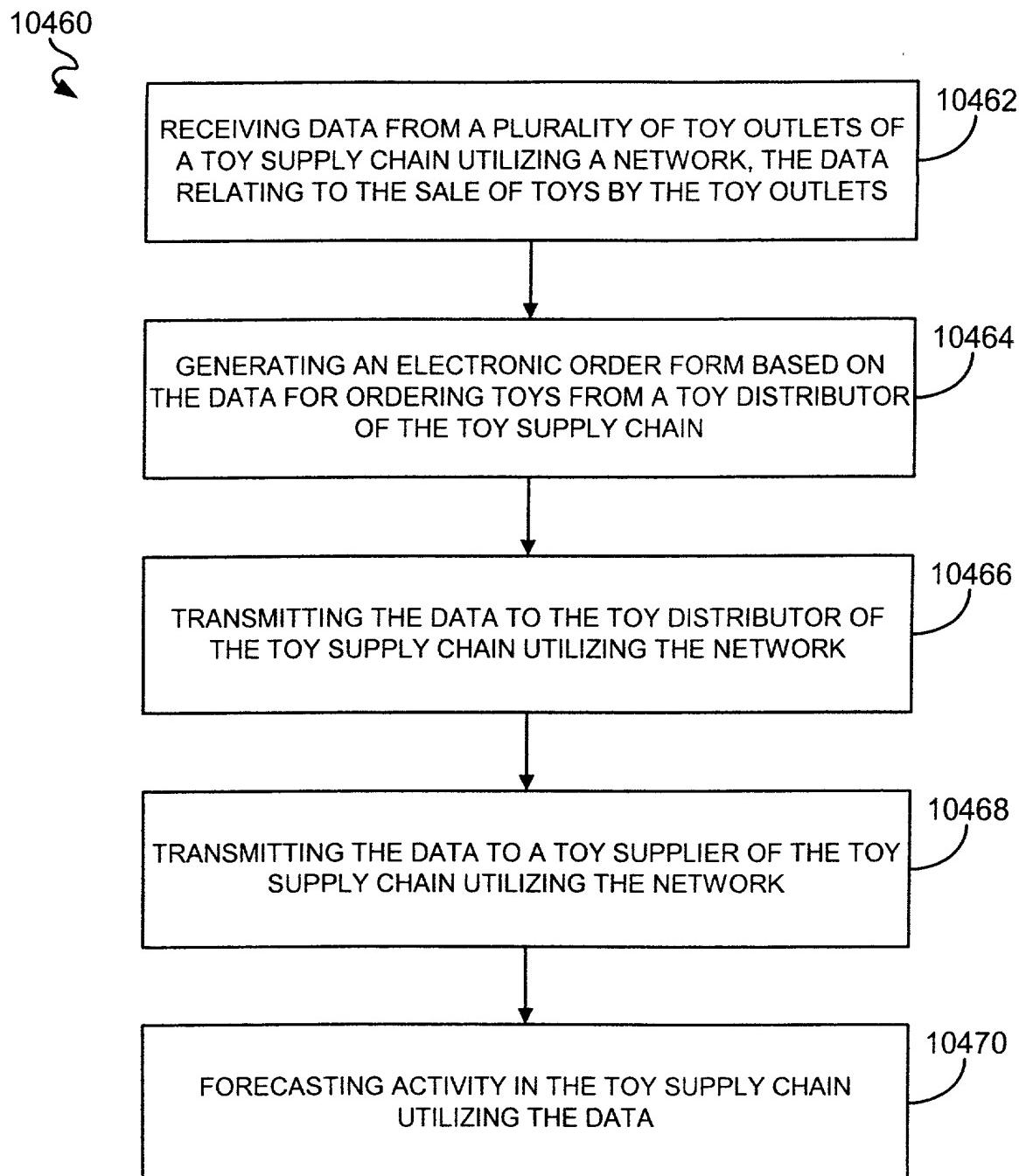
**FIG. 102B**



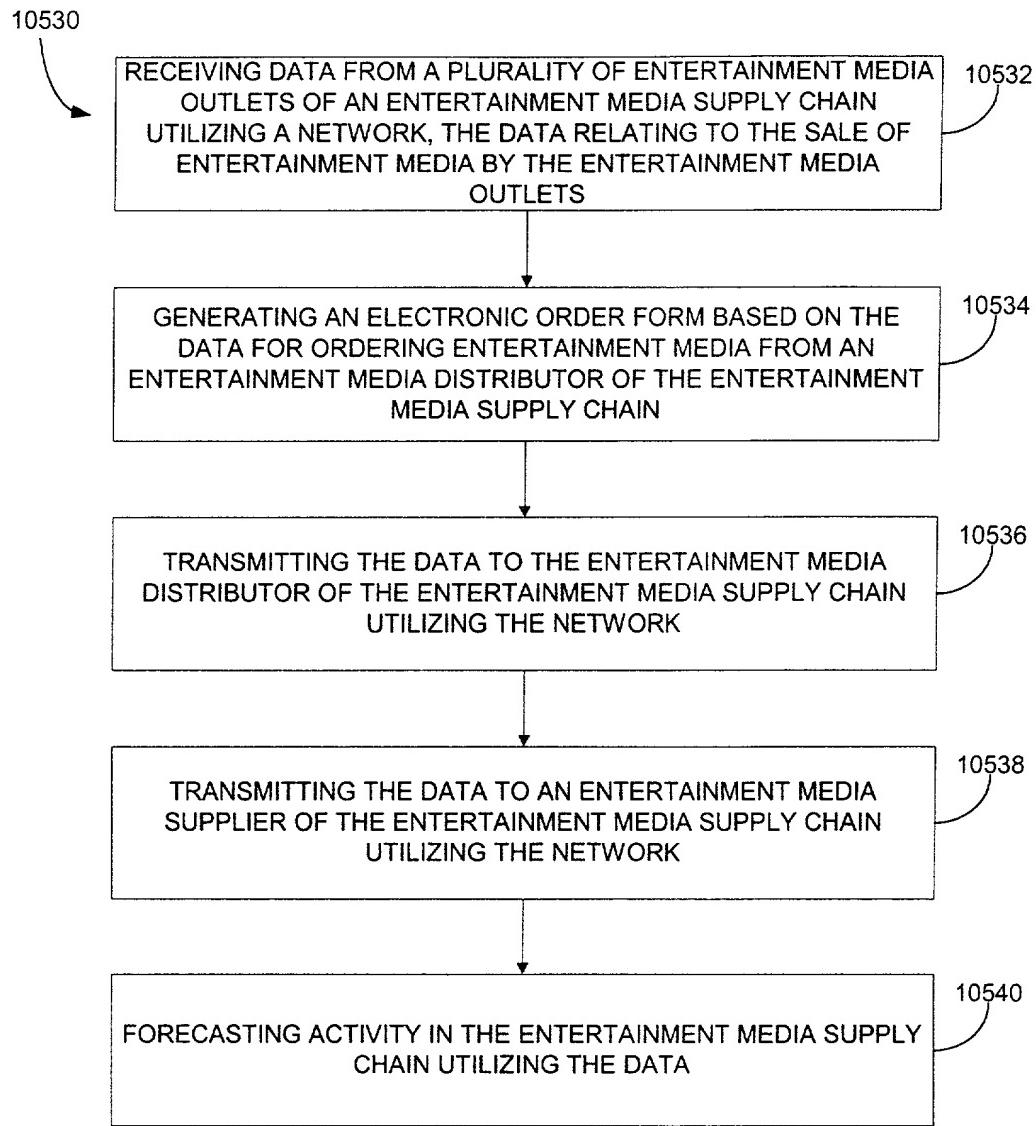
**FIG. 103**



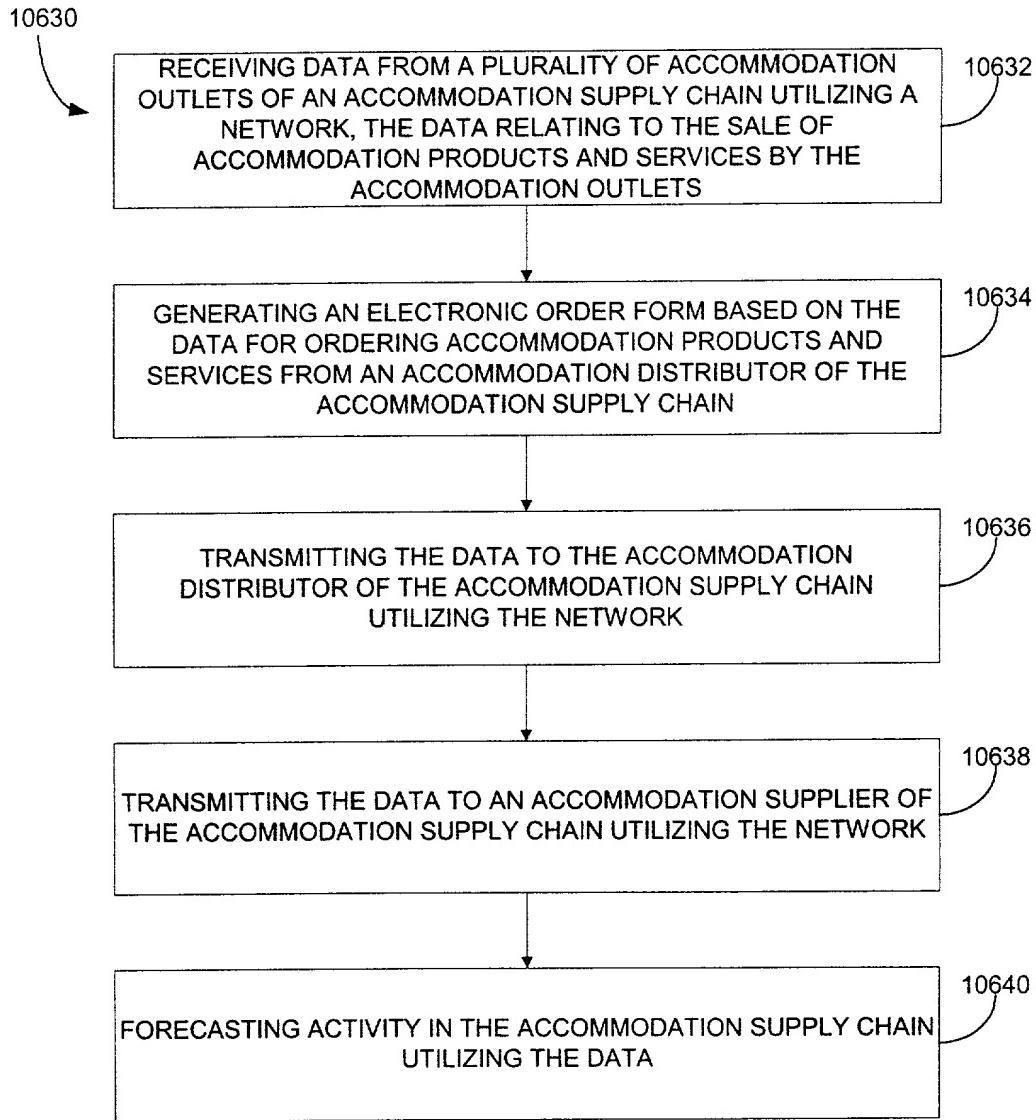
**FIG. 104A**



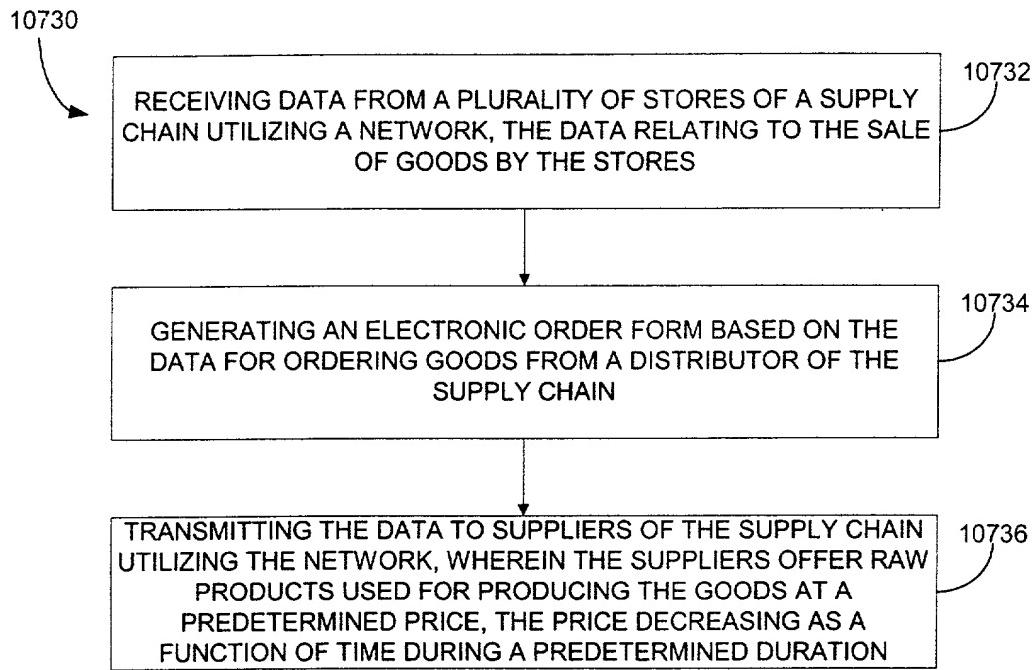
**FIG. 104B**



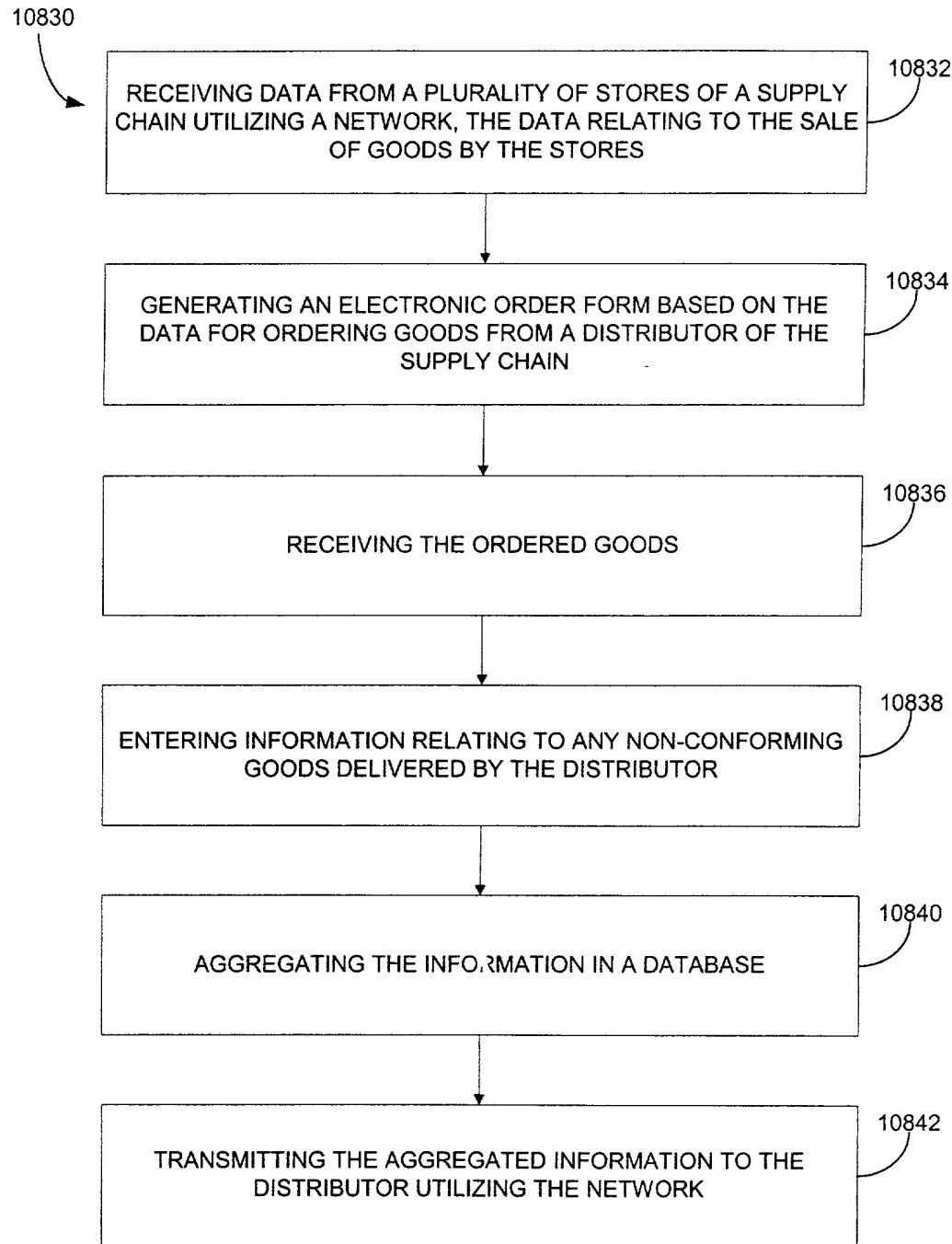
**FIG. 105**



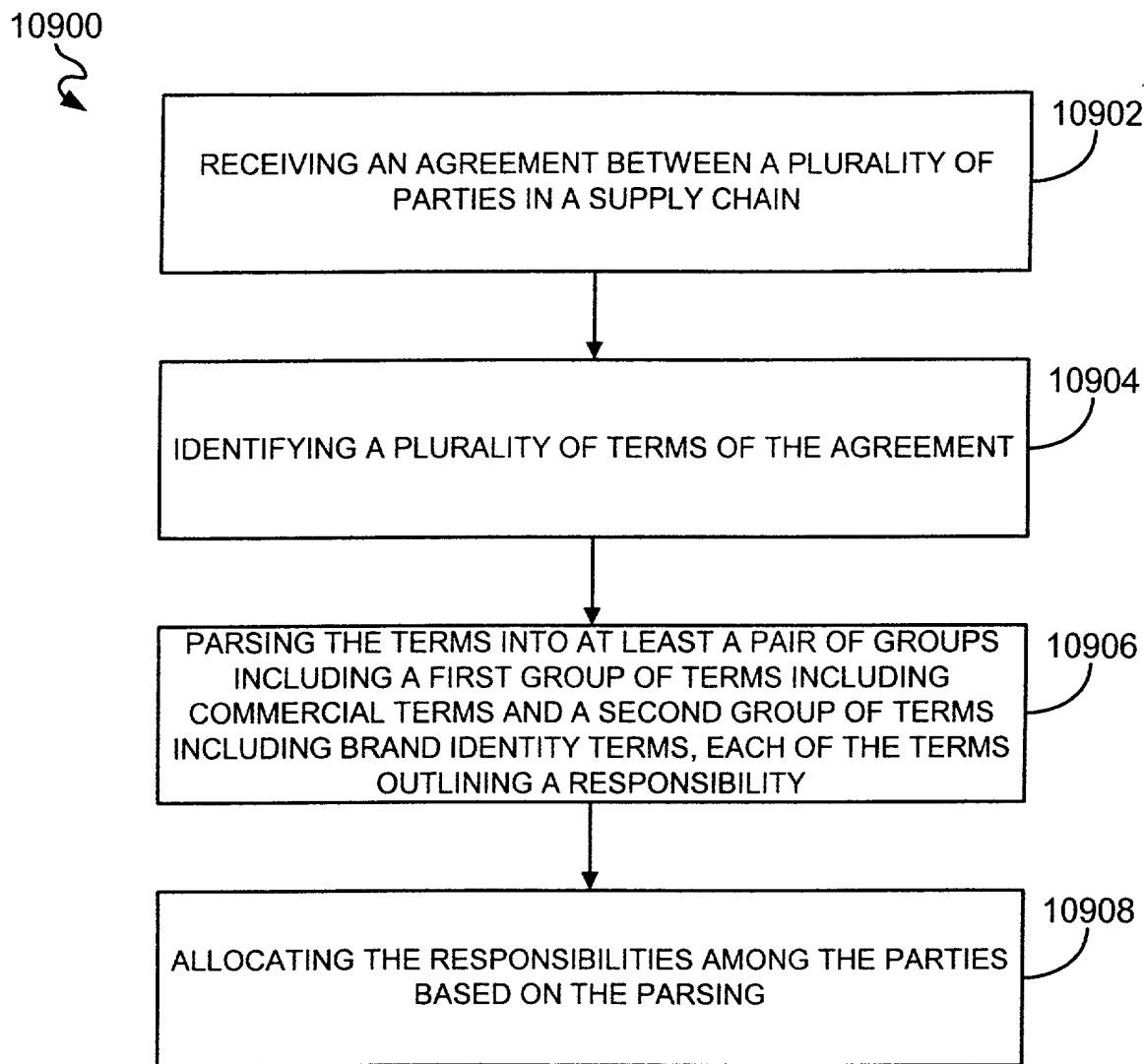
**FIG. 106**



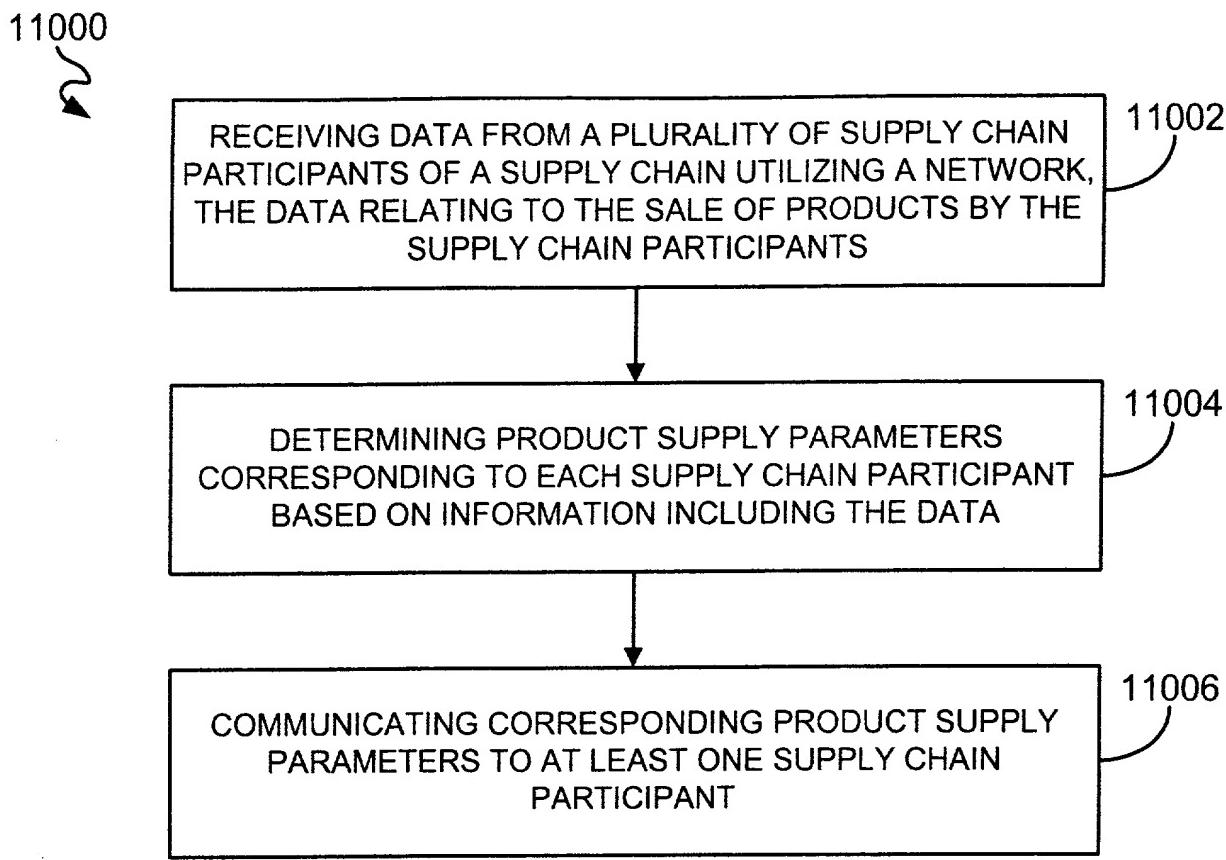
**FIG. 107**



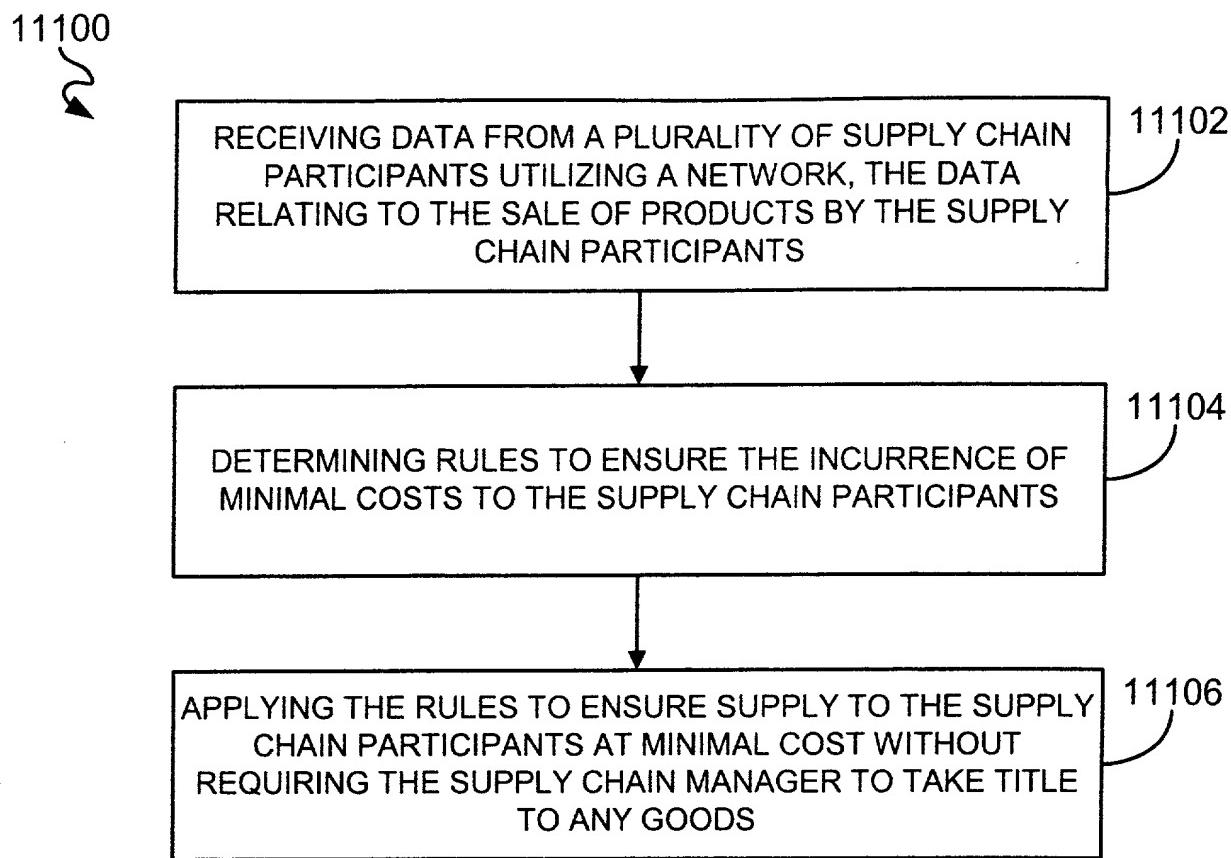
**FIG. 108**



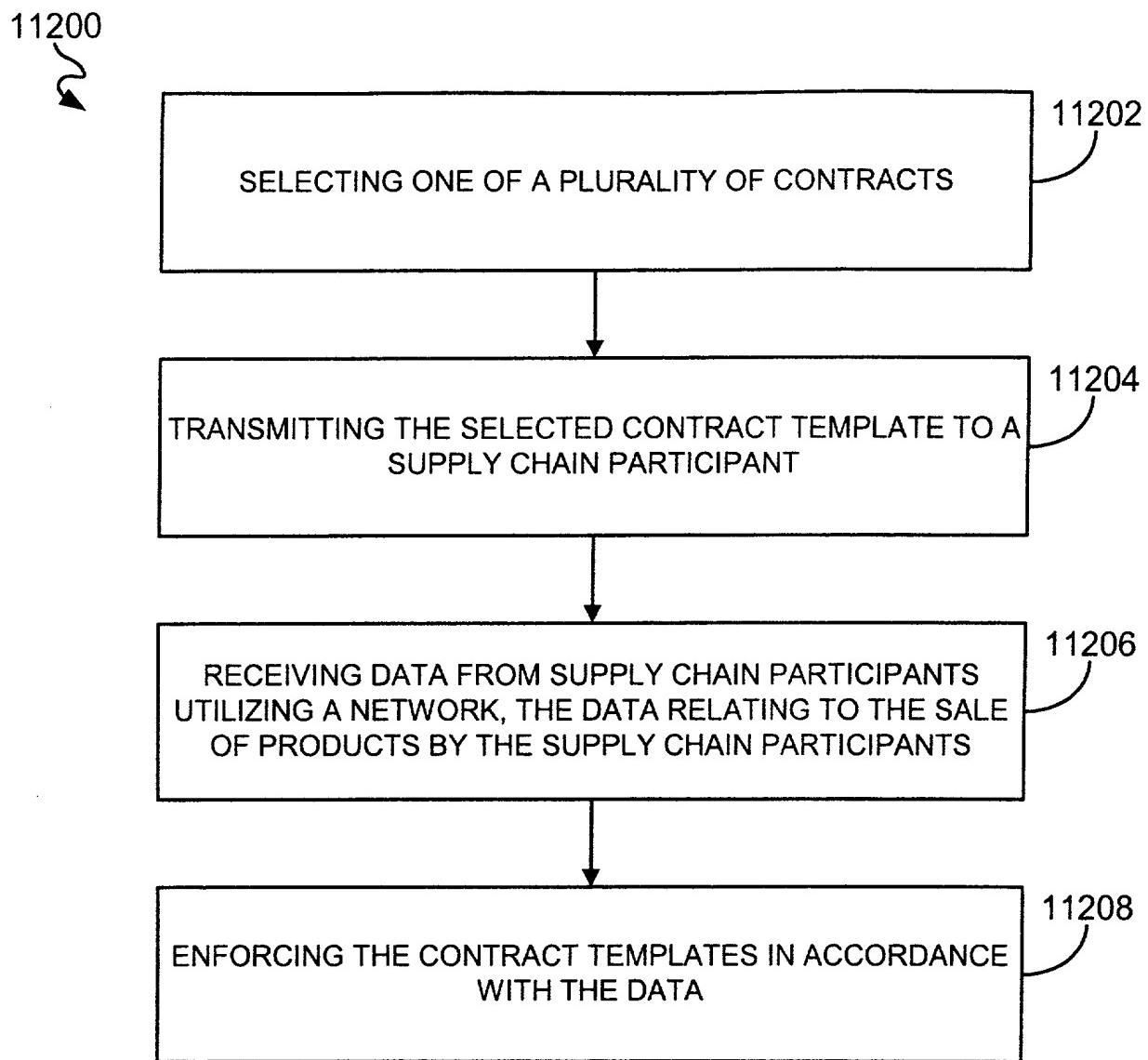
**FIG. 109**



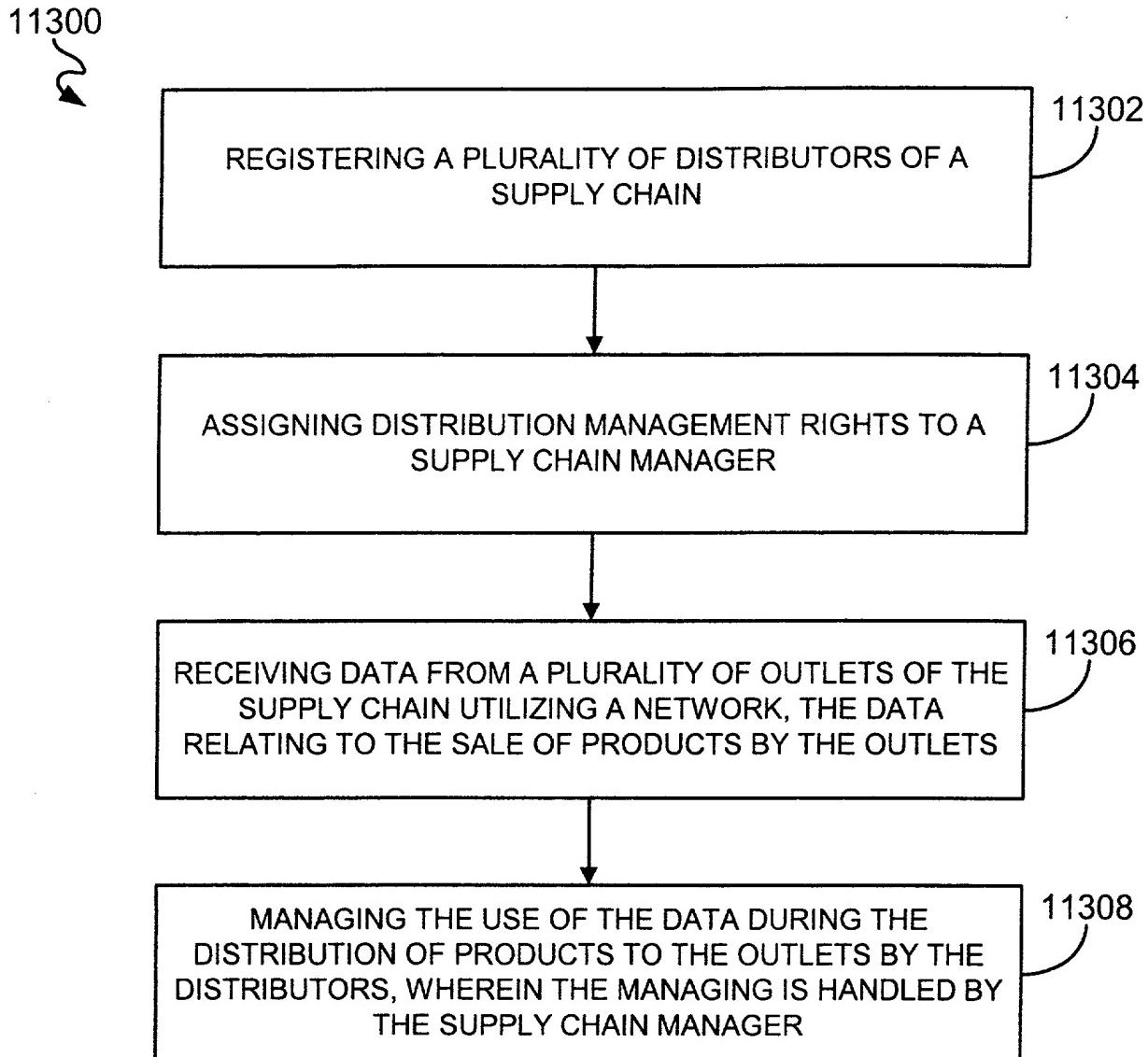
**FIG. 110**



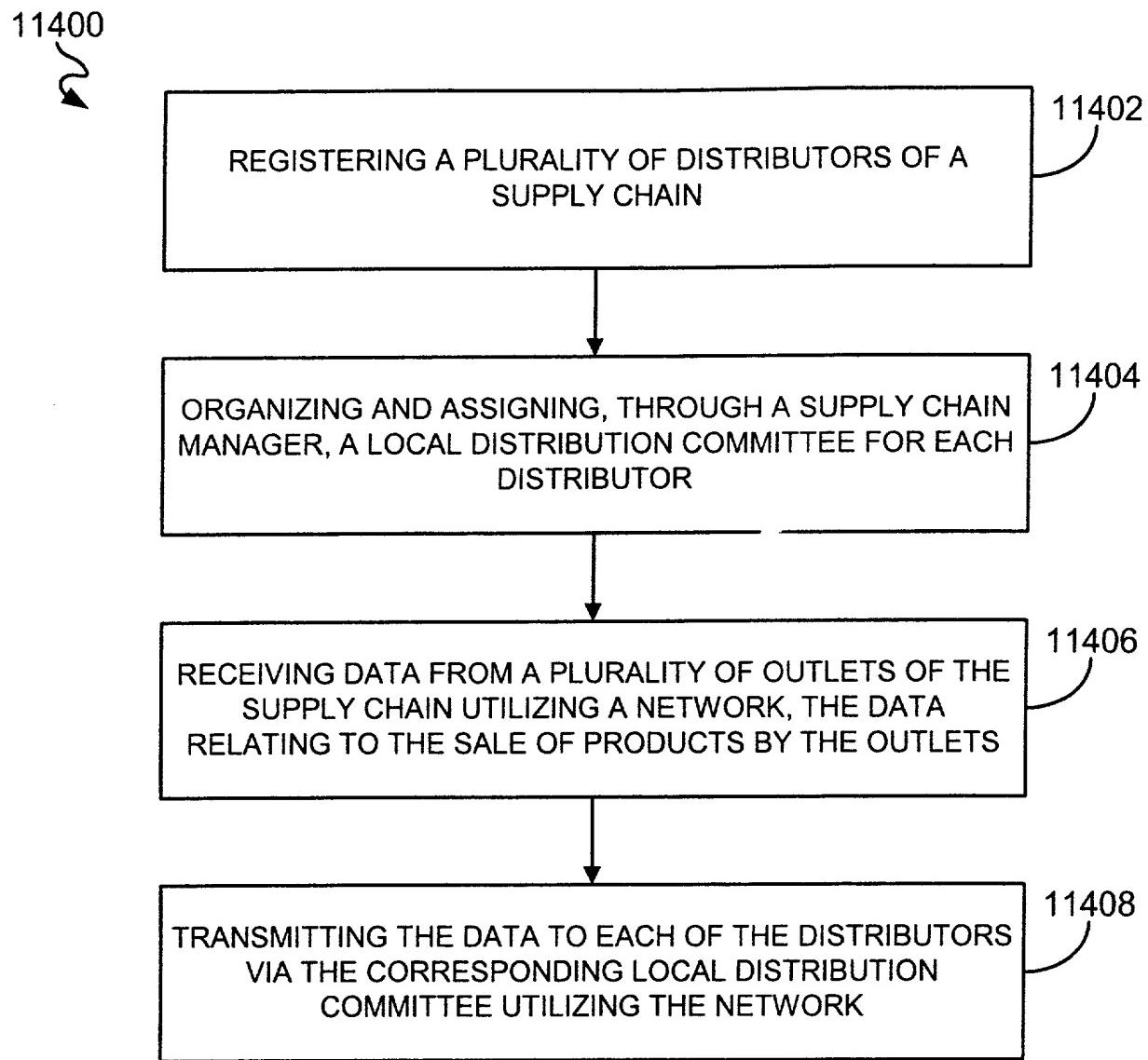
**FIG. 111**



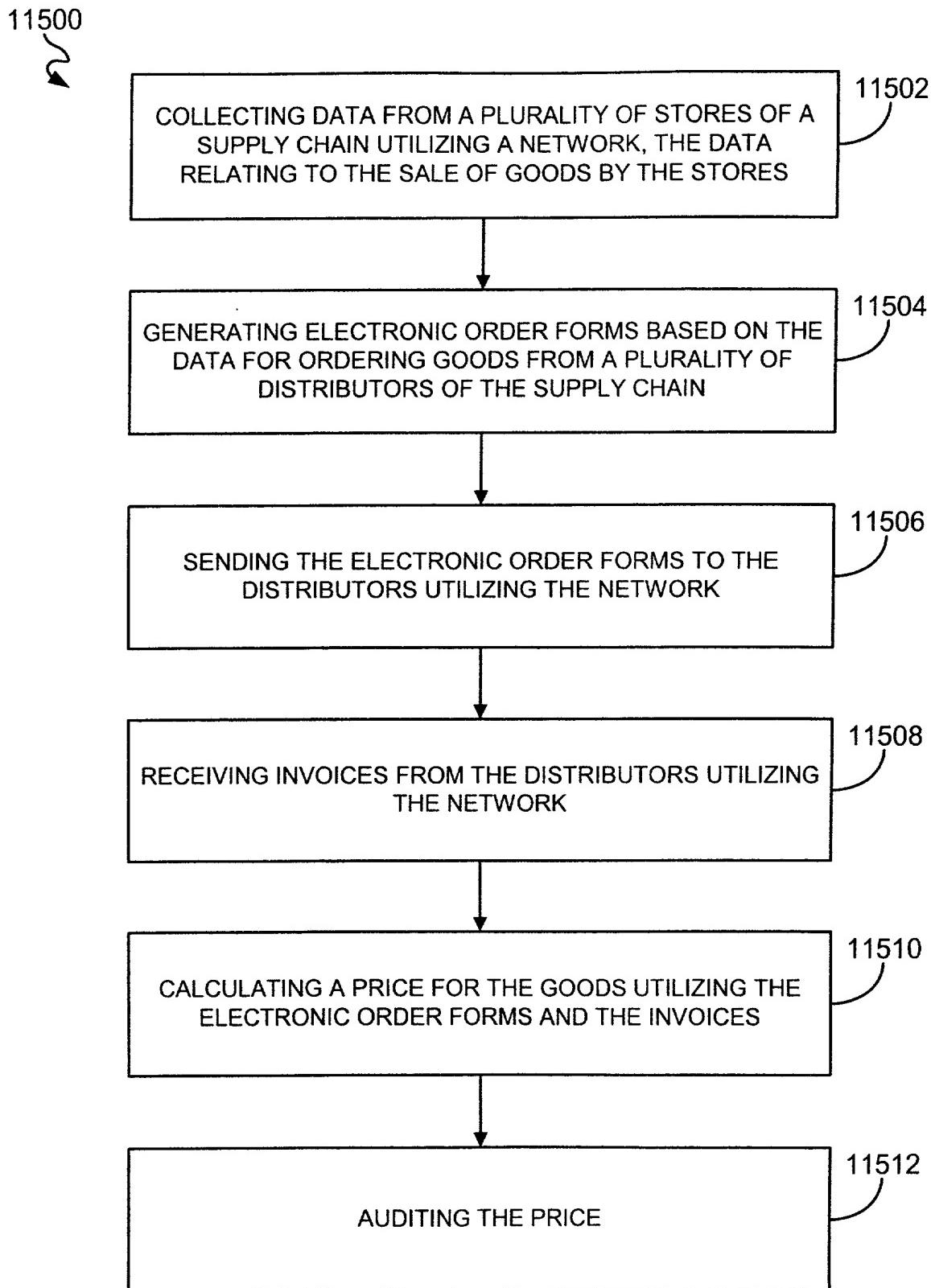
**FIG. 112**



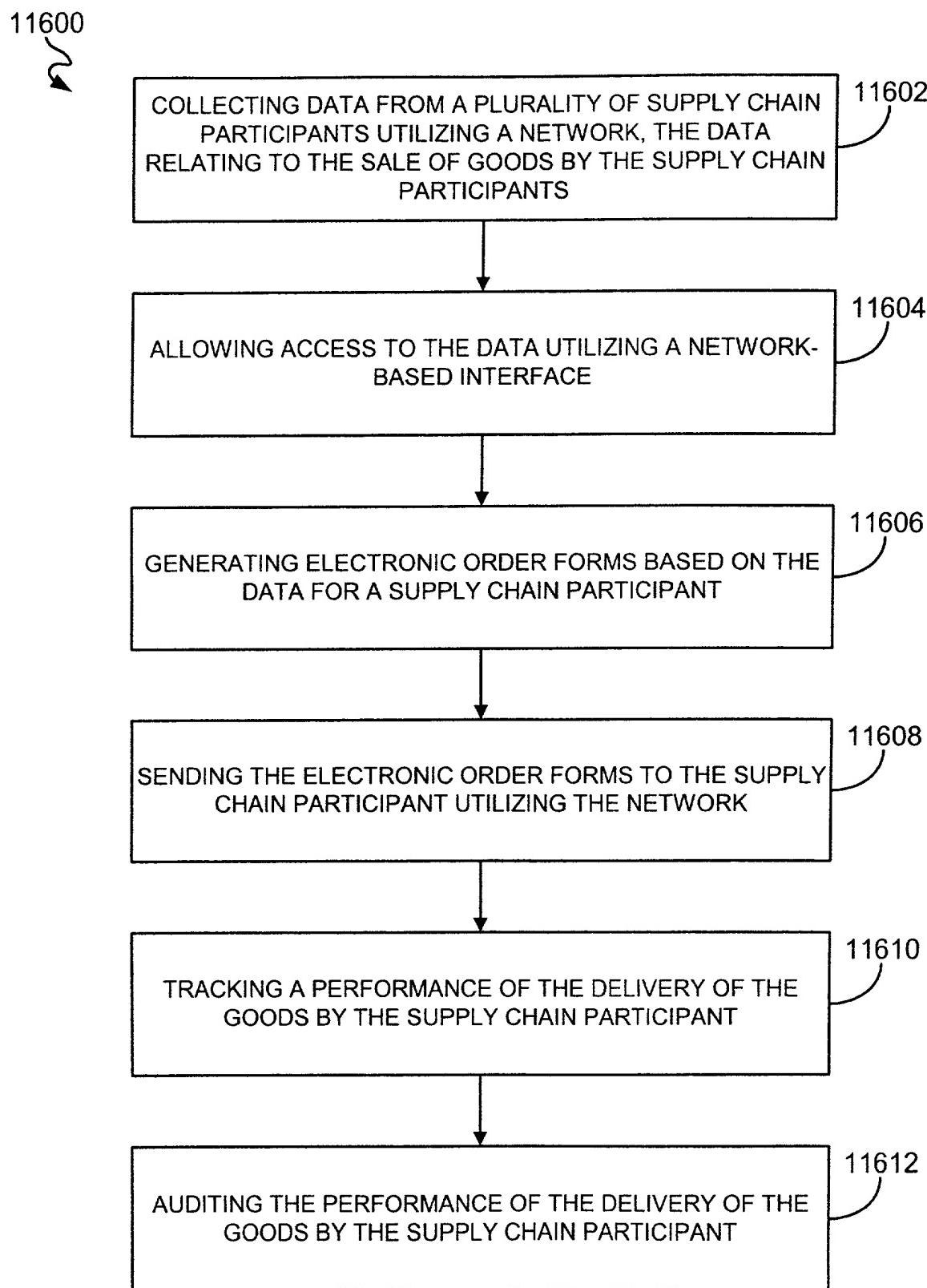
**FIG. 113**



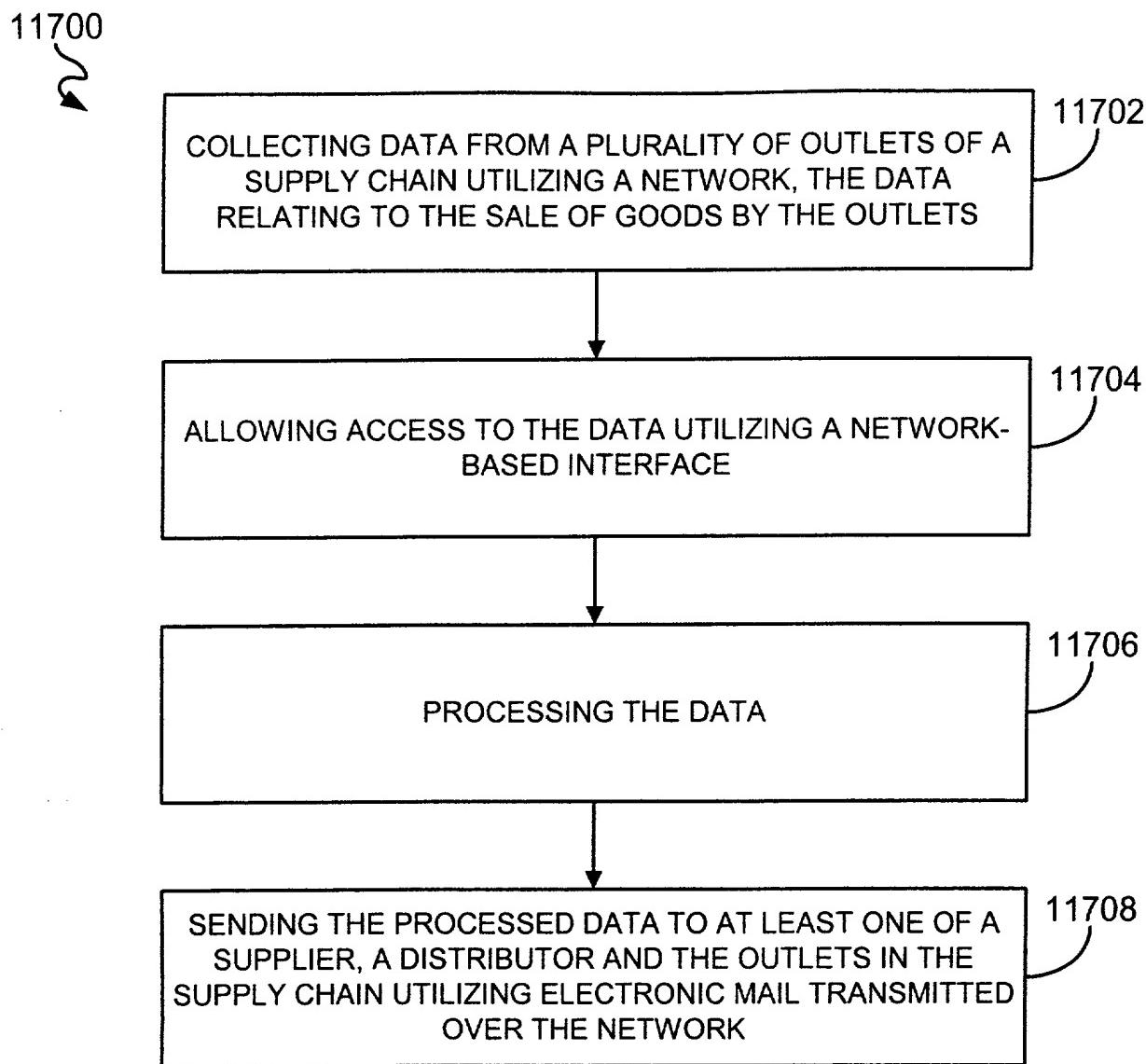
**FIG. 114**



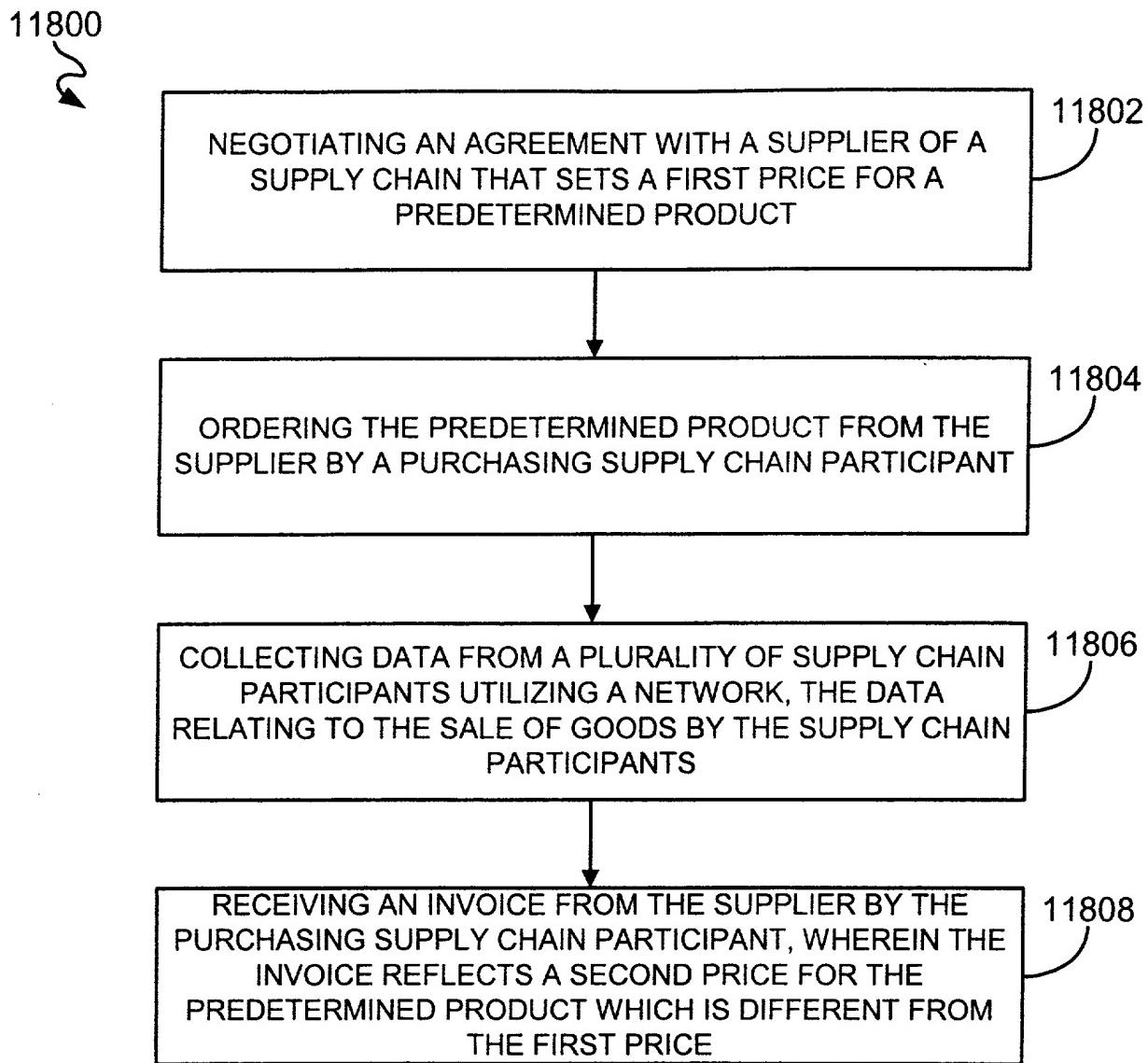
**FIG. 115**

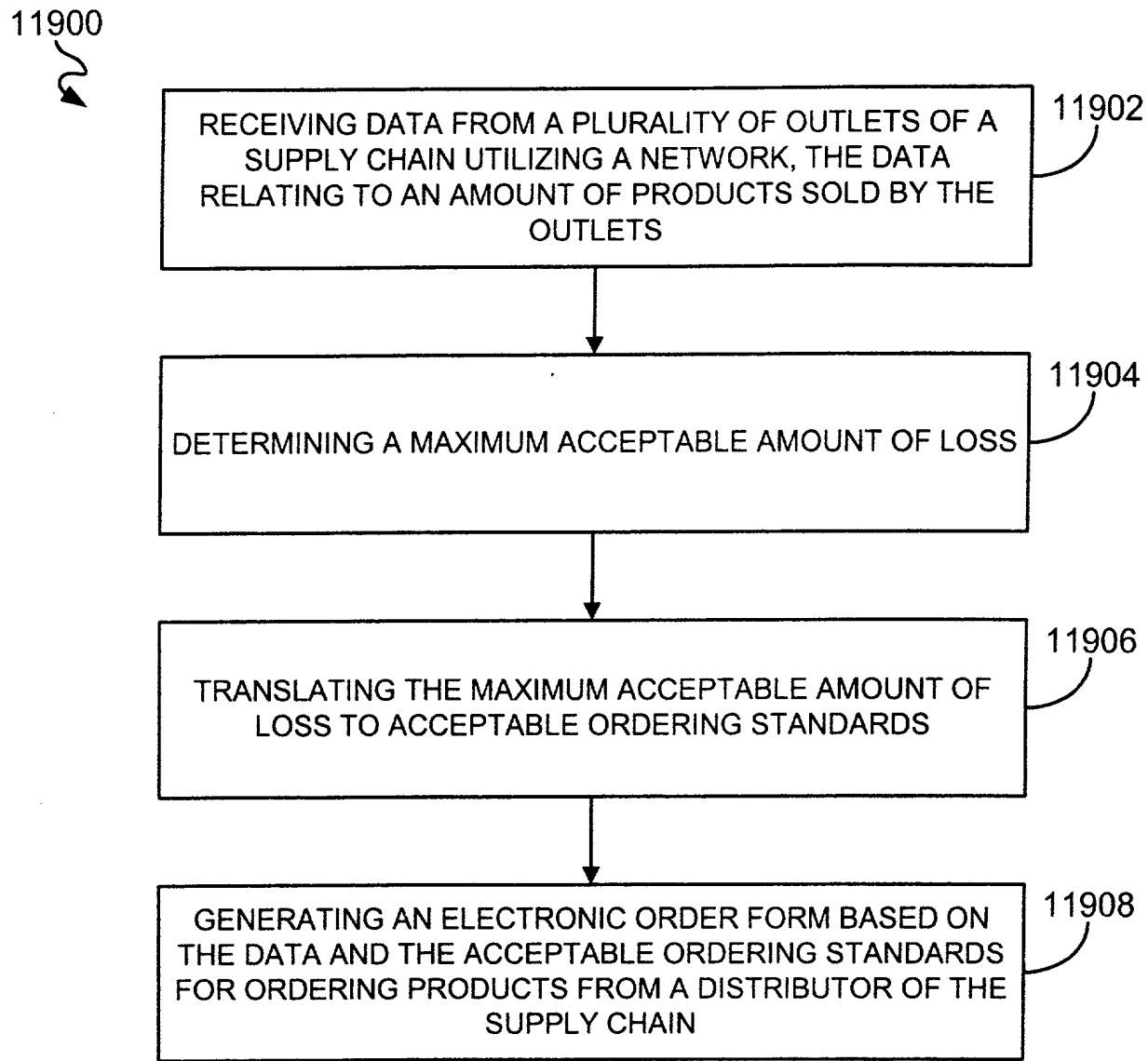


**FIG. 116**

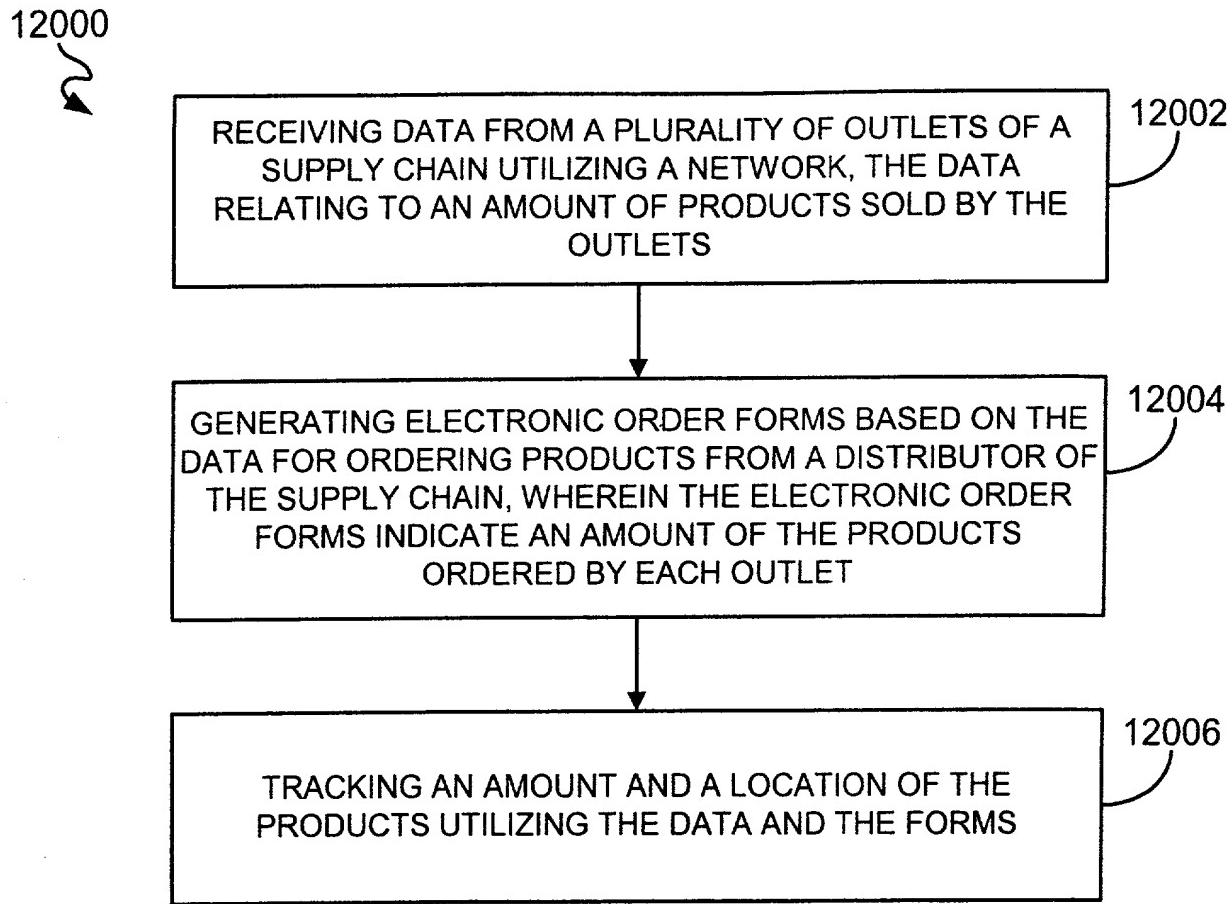


**FIG. 117**

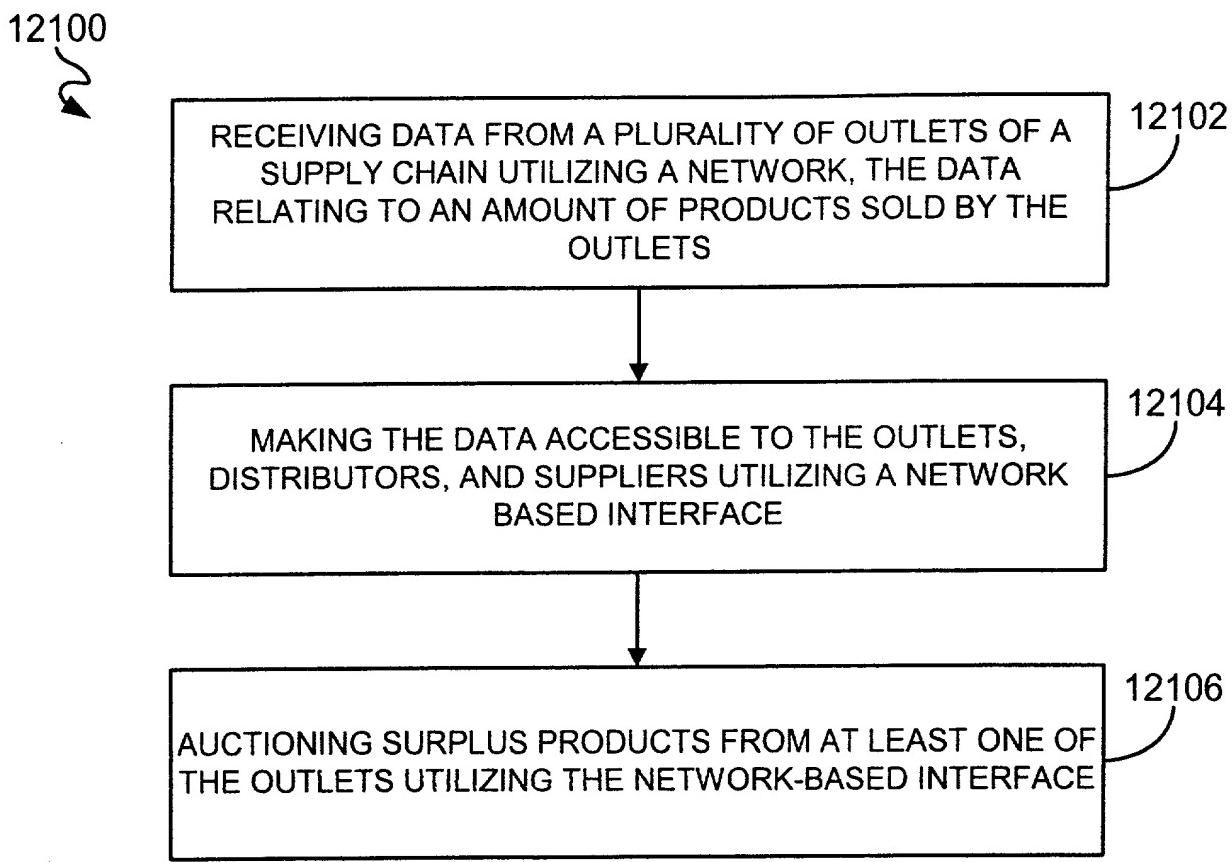
**FIG. 118**



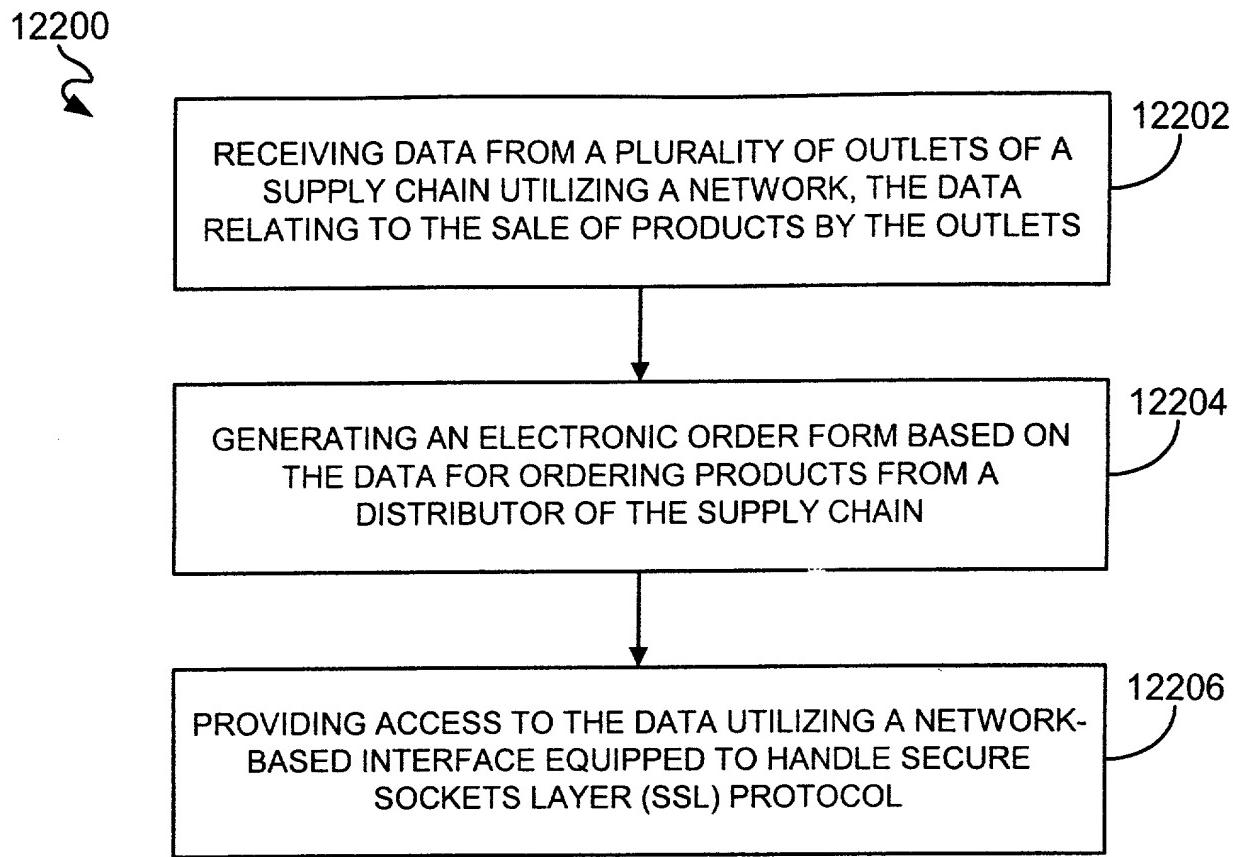
**FIG. 119**



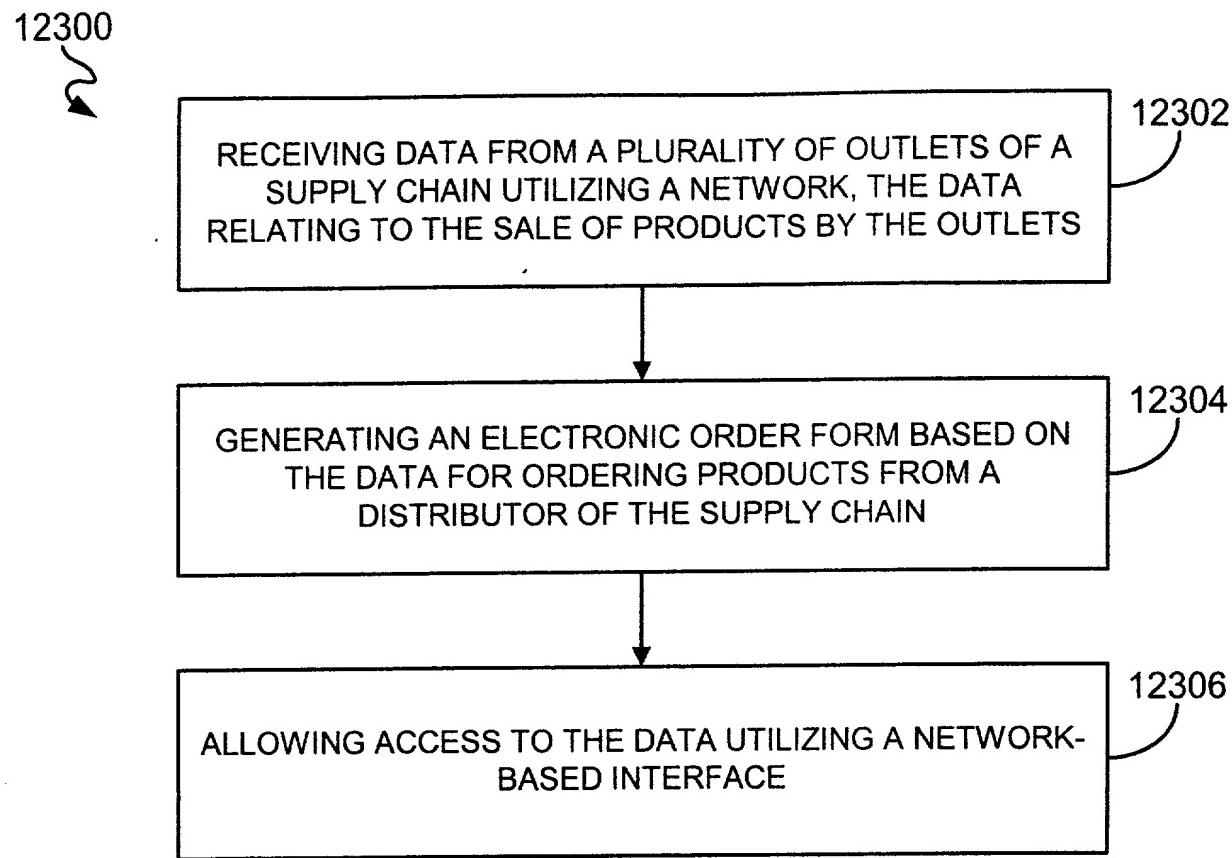
**FIG. 120**



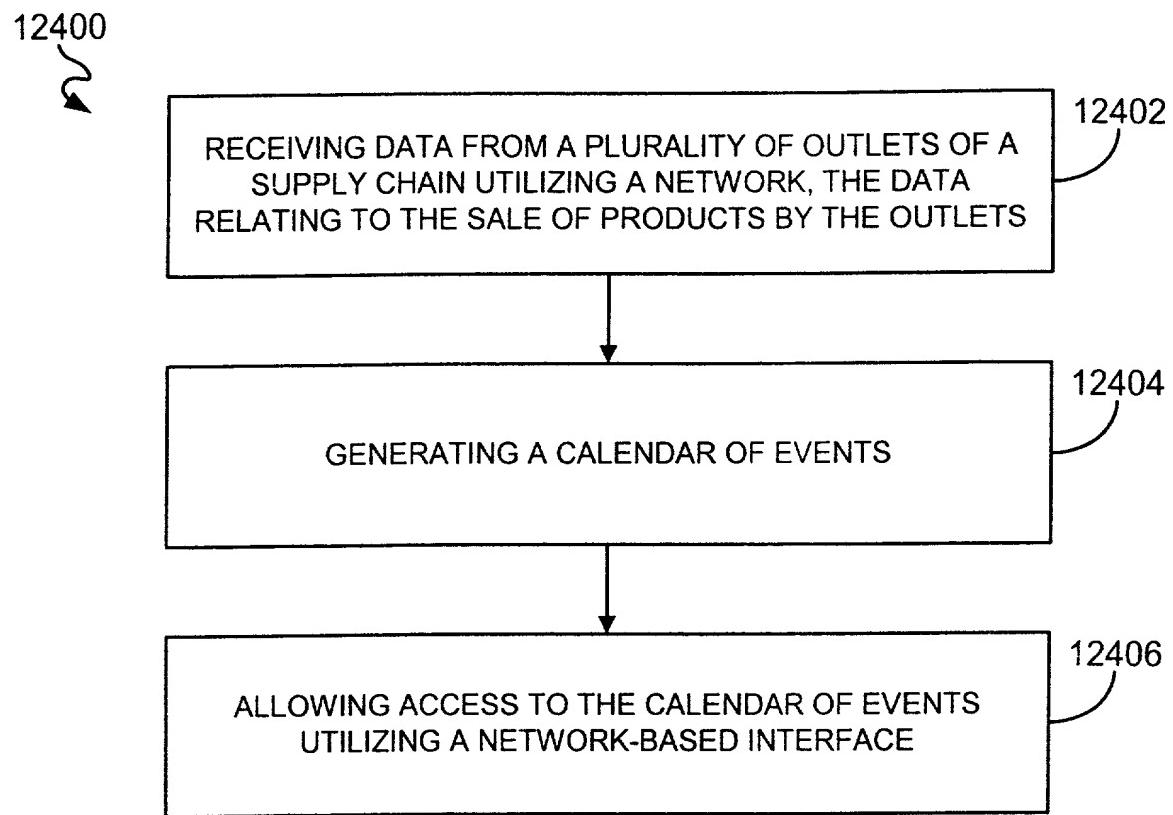
**FIG. 121**



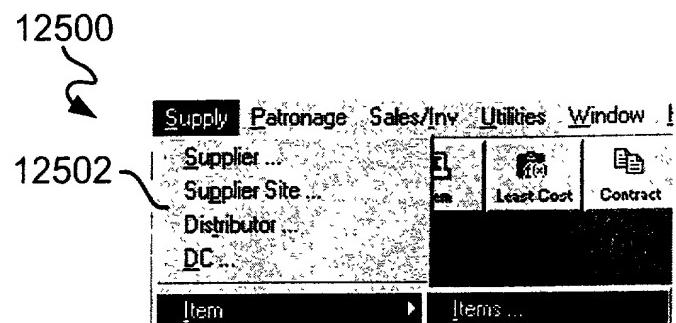
**FIG. 122**



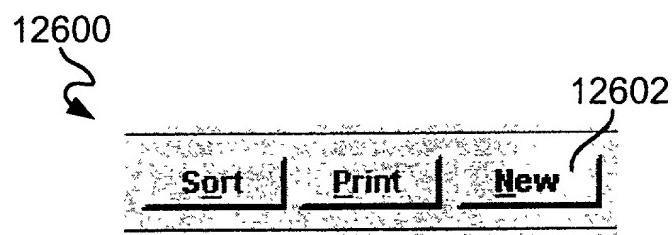
**FIG. 123**



**FIG. 124**



**FIG. 125**



**FIG. 126**

A screenshot of a software application window showing an item entry form. The form includes fields for 'Item Desc' (with a dropdown arrow), 'Item Number', 'Product Cat Code' (with a dropdown arrow), 'Status Code' (set to 'Active'), and 'Item Rank' (with a dropdown arrow). Callout arrows labeled '12700' point to the 'Item Desc' field and the 'Status Code' dropdown. Another callout arrow labeled '12702' points to the 'Item Rank' dropdown.

**FIG. 127**

12800

12800

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



**FIG. 129**

13000

<b>Supplier Item Desc:</b>	<input type="text"/>	<b>Item No:</b>	<input type="text"/>
<b>Current:</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<b>Tie Qty:</b>	<input type="text"/>
<b>Items per Case:</b>	<input type="text"/> 5000	<b>High Qty:</b>	<input type="text"/>
<b>Innerpack Contents:</b>	<input type="text"/> 5/1000	<b>Cases Per Pallet:</b>	<input type="text"/>
<b>Item Size:</b>	<input type="text"/>	<b>Stacking Allowed:</b>	<input type="text"/>
<b>Case Length:</b>	<input type="text"/>	<b>Universal Product Code:</b>	<input type="text"/>
<b>Case Width:</b>	<input type="text"/>	<b>Cases Per Truckload:</b>	<input type="text"/> 1350
<b>Case Depth:</b>	<input type="text"/>	<b>Net Weight:</b>	<input type="text"/> 39.00
<b>Case Dimension U/M:</b>	<input type="text"/> INCH(S)	<b>Gross Weight:</b>	<input type="text"/> 39.00
<b>Item Cube:</b>	<input type="text"/> 0.95 CUBIC FEET	<b>Weight U/M:</b>	<input type="text"/> POUND(S)
<b>Item Shelf Life:</b>	<input type="text"/>	<b>BarCode:</b>	<input type="text"/>

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

**Site Information**      **Site Id:** 17355      **Site Role:** *FOB Shipping Point*

**Site Name:**  TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

**Site Information**      **Site Id:** 16      **FOB Shipping Point**

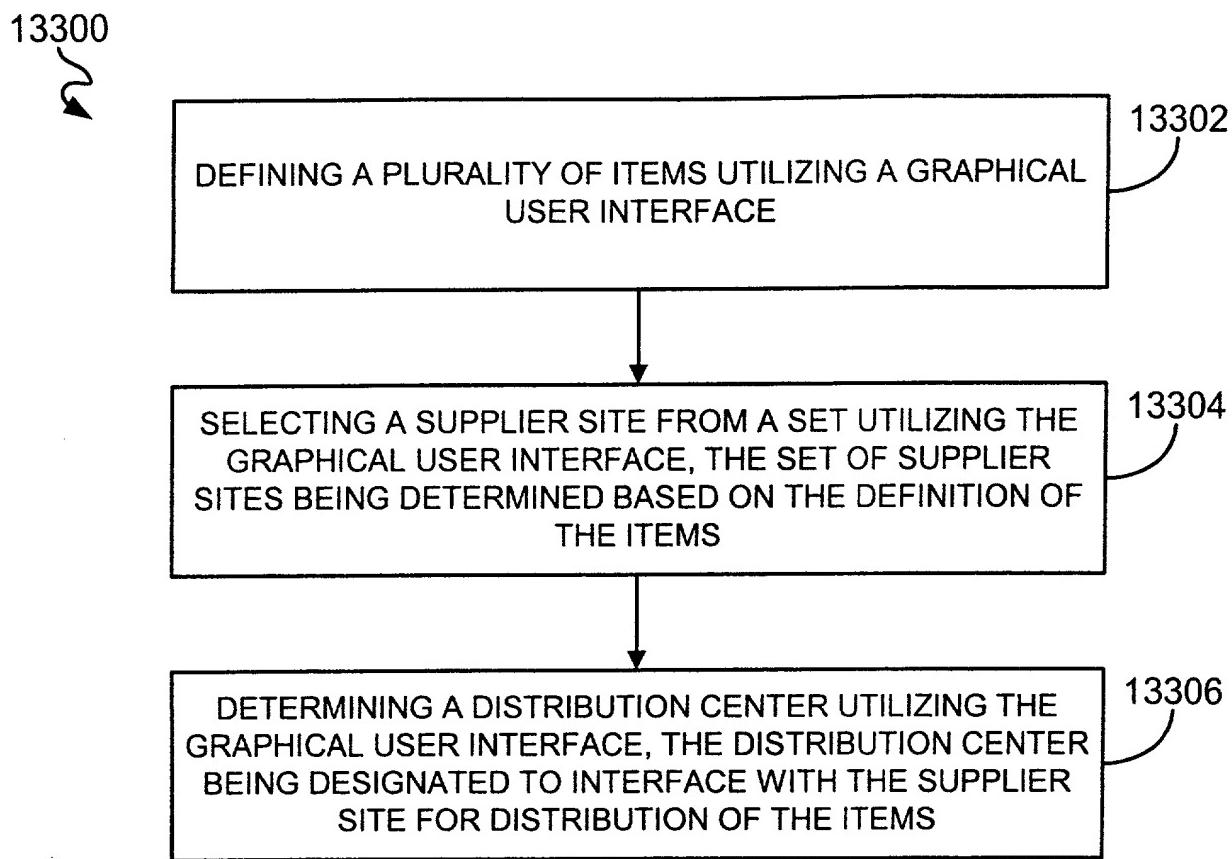
**Name:**  AMERISERVE-FARMINGDALE, NY

**Status:**  Active

**Railroad Name:**

**Rail Sidings:**

**FIG. 132**



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Apply By:	Cell <input type="button" value="▼"/>				

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	20	TL
96	215,040	5.1	TL

**FIG. 137**



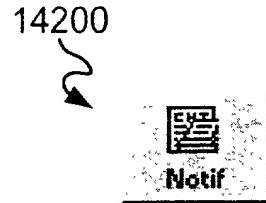
**FIG. 138**

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

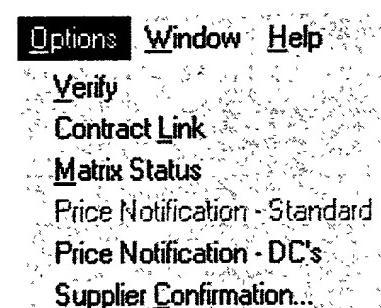
**FIG. 139**

Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140**



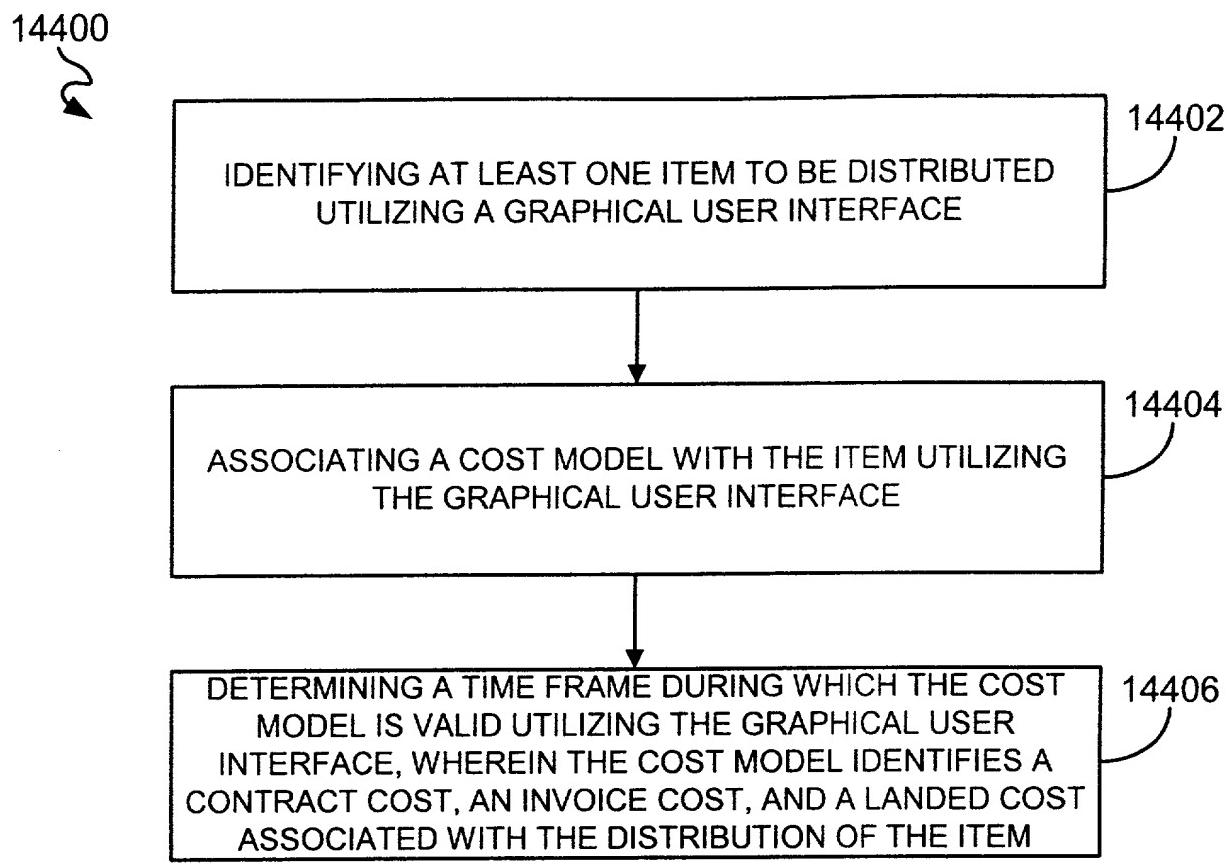
**FIG. 142**



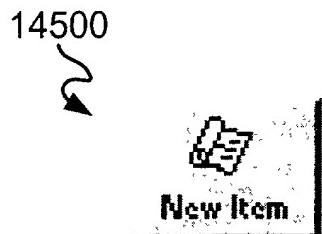
**FIG. 141**

Cost	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

**FIG. 143**



**FIG. 144**



14500

New Item**FIG. 145**

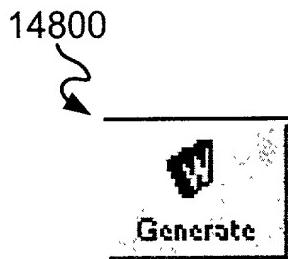
14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

**FIG. 146**

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 6/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

**FIG. 147**

14800

14900

15000

**FIG. 149****FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

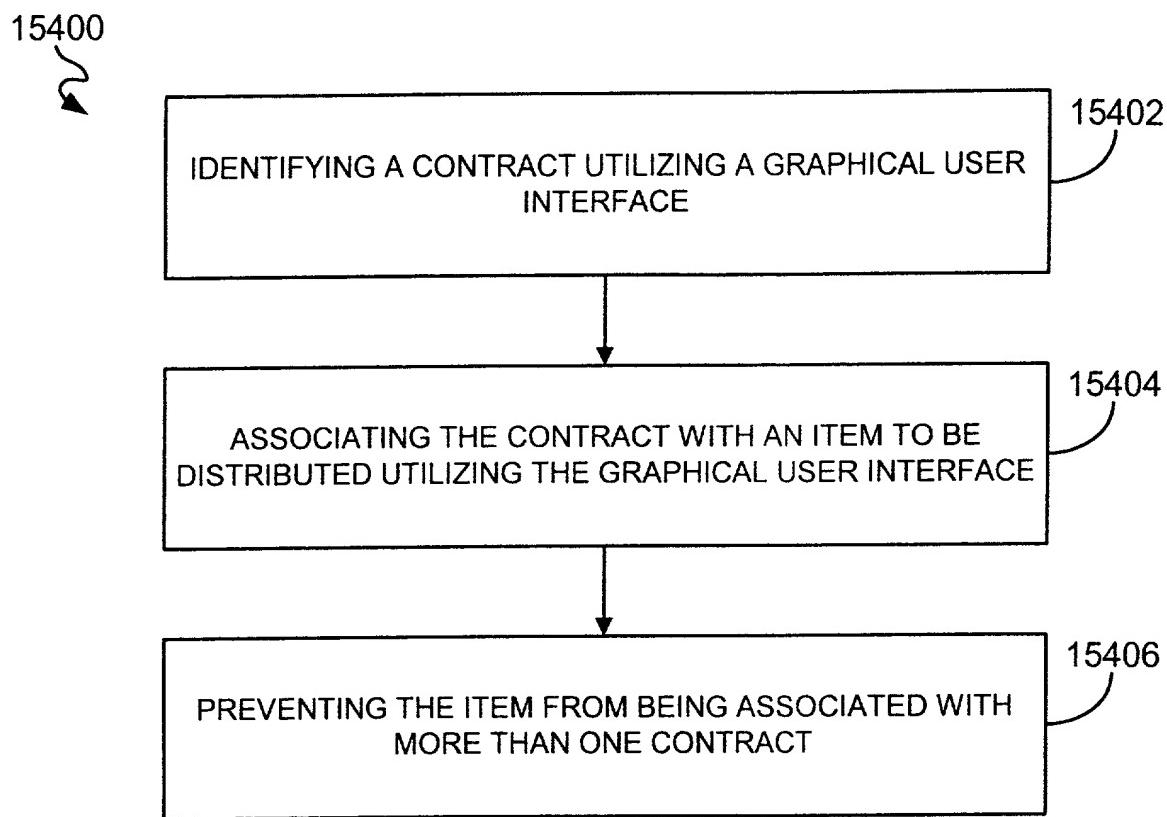


15300

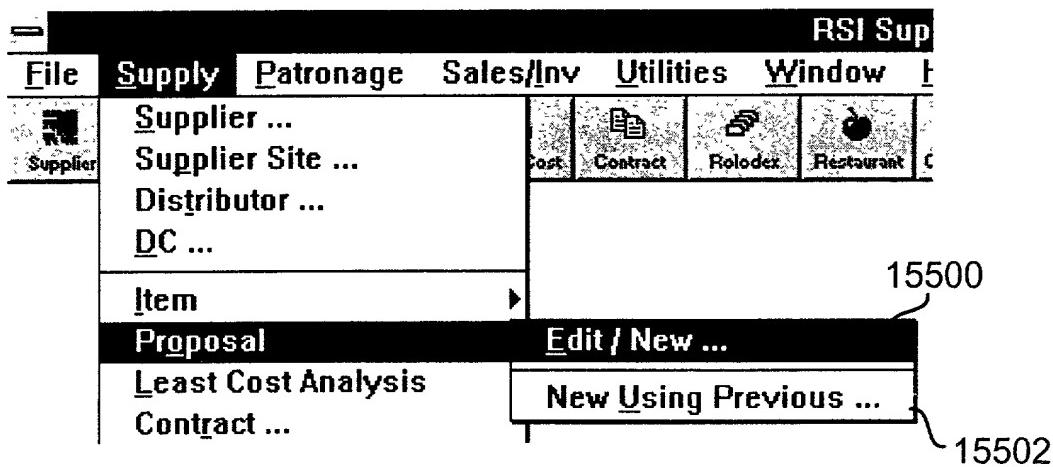


FIG. 152

FIG. 153



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021

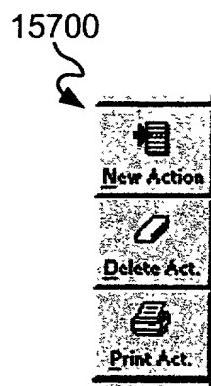
**Proposal Name:** Foam Hot Cups & Polystyrene Lids

**Buyer Name:** Dennis Clabby

**Actions**

#	Date:	Action Description:
1.	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

**FIG. 156**



**FIG. 157**

15800

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CUP-HOT
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

**FIG. 158**

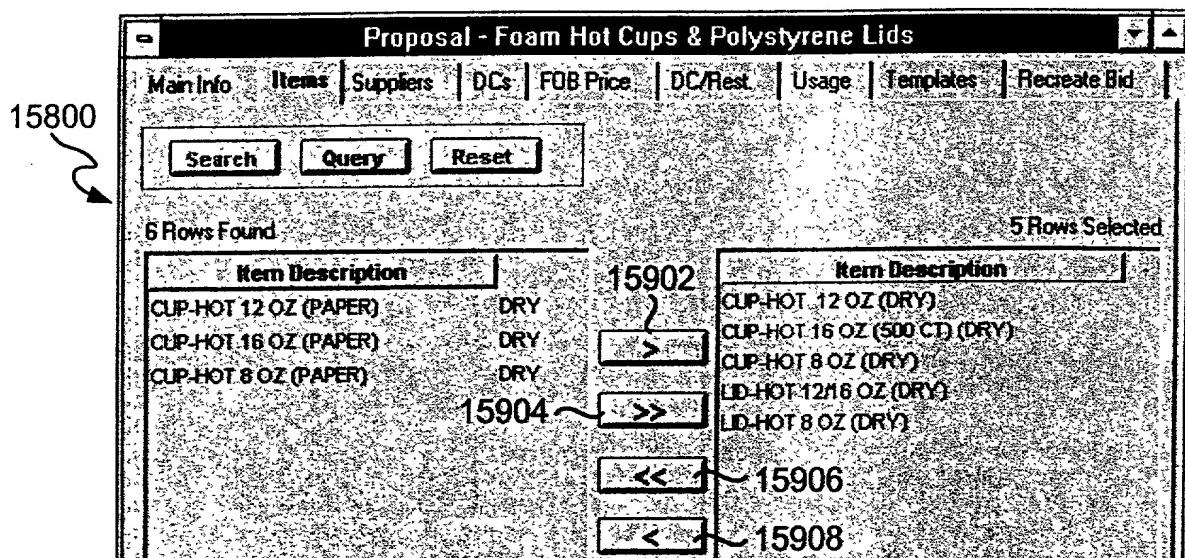


FIG. 159

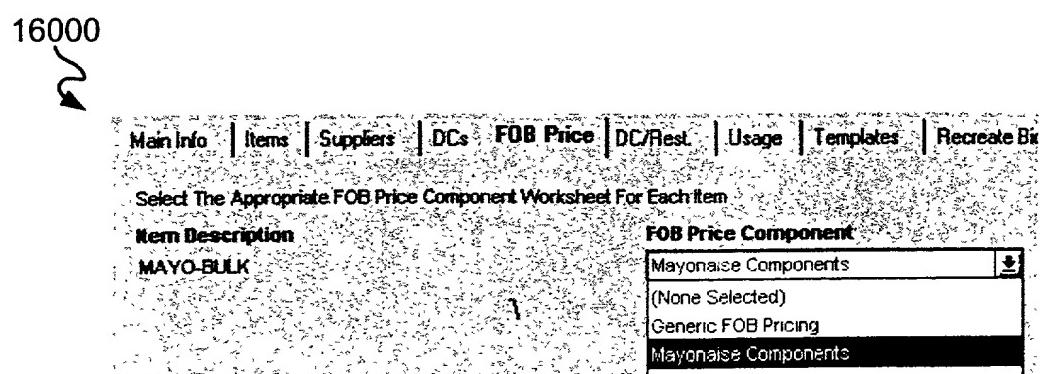


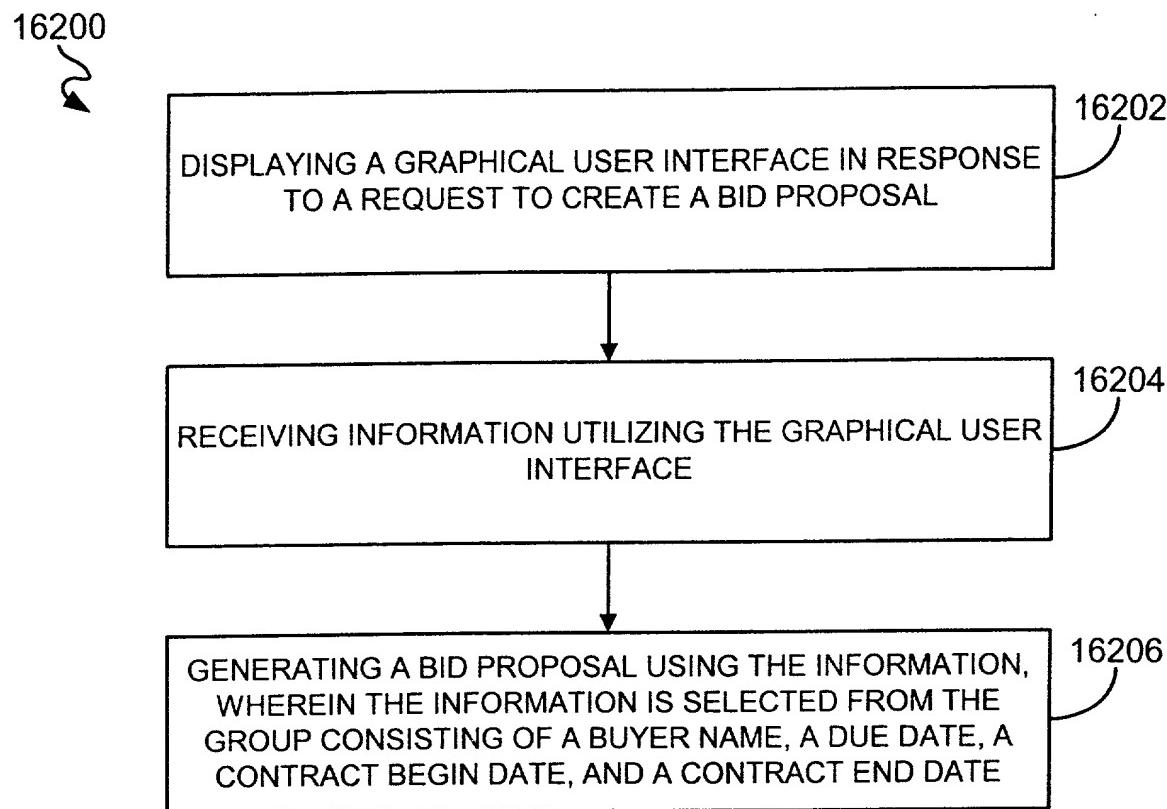
FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

**FIG. 161**

D E S C R I P T I O N



**FIG. 162**

16300

Templates | Create Bid

16400

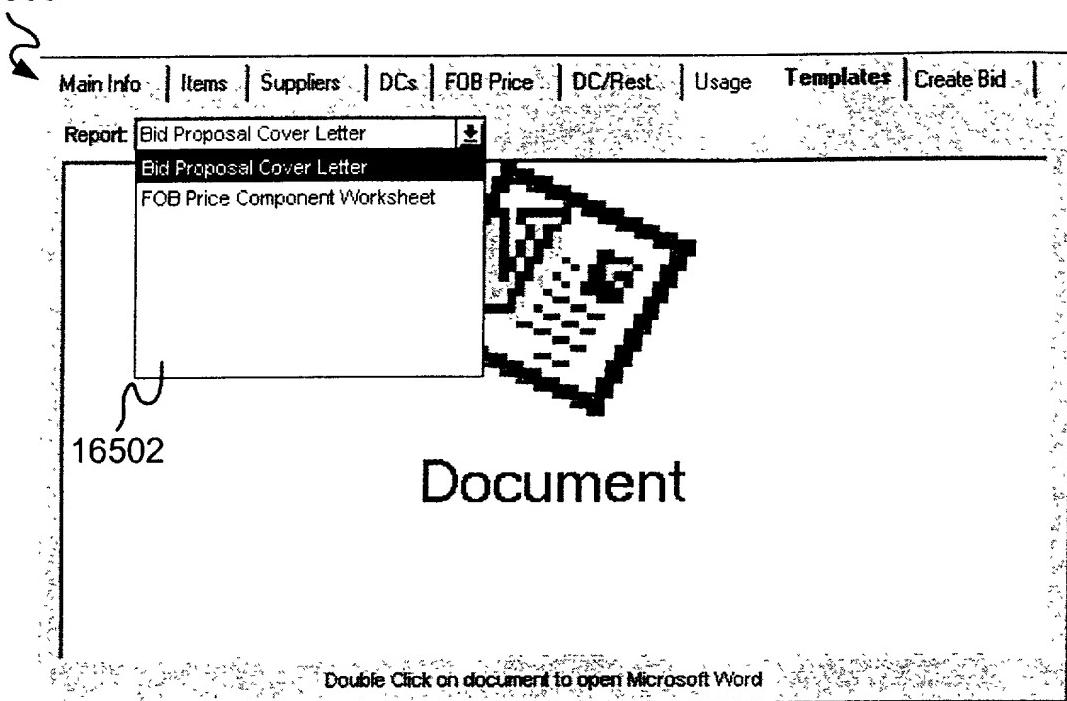
**FIG. 163**

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

**FIG. 164**

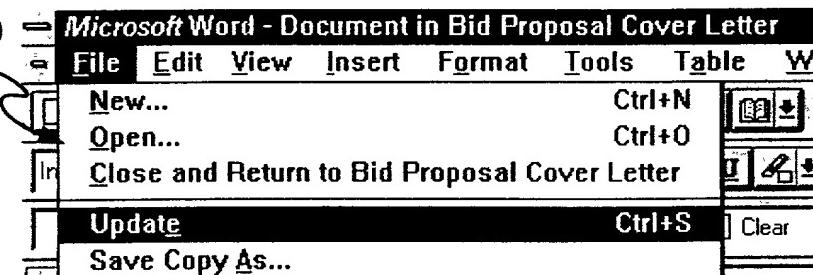
Document Object

16500



**FIG. 165**

16600



**FIG. 166**

16700

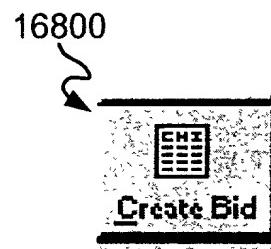
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid |

**Bid Proposal Sent**

**Bid Proposal Will Include Checked Documents**

<b>General</b>		<b>Cost</b>	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			
<b>Truckload Freight Worksheet</b>			
<b>LTL Freight Worksheet</b>			

**FIG. 167**



**FIG. 168**

16900

Report: Item Information Worksheet      Supplier: (all)

7/2/97

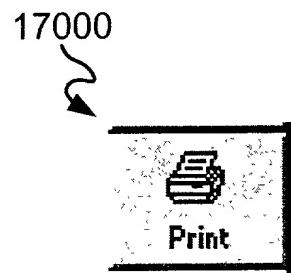
Item Information Worksheet	<input checked="" type="checkbox"/>
Bid Proposal Cover Letter	<input type="checkbox"/>
FOB Price Component Worksheet	<input type="checkbox"/>
General Terms & Conditions	<input type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input type="checkbox"/>
Sample Supply Agreement	<input type="checkbox"/>
Supplier Facility Worksheet	<input type="checkbox"/>

**Restaurant Services, Inc.**  
**Item Information Worksheet**

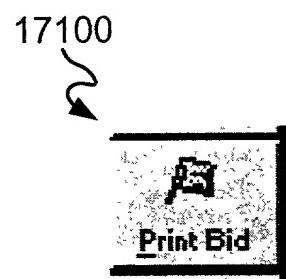
ATTY

DS

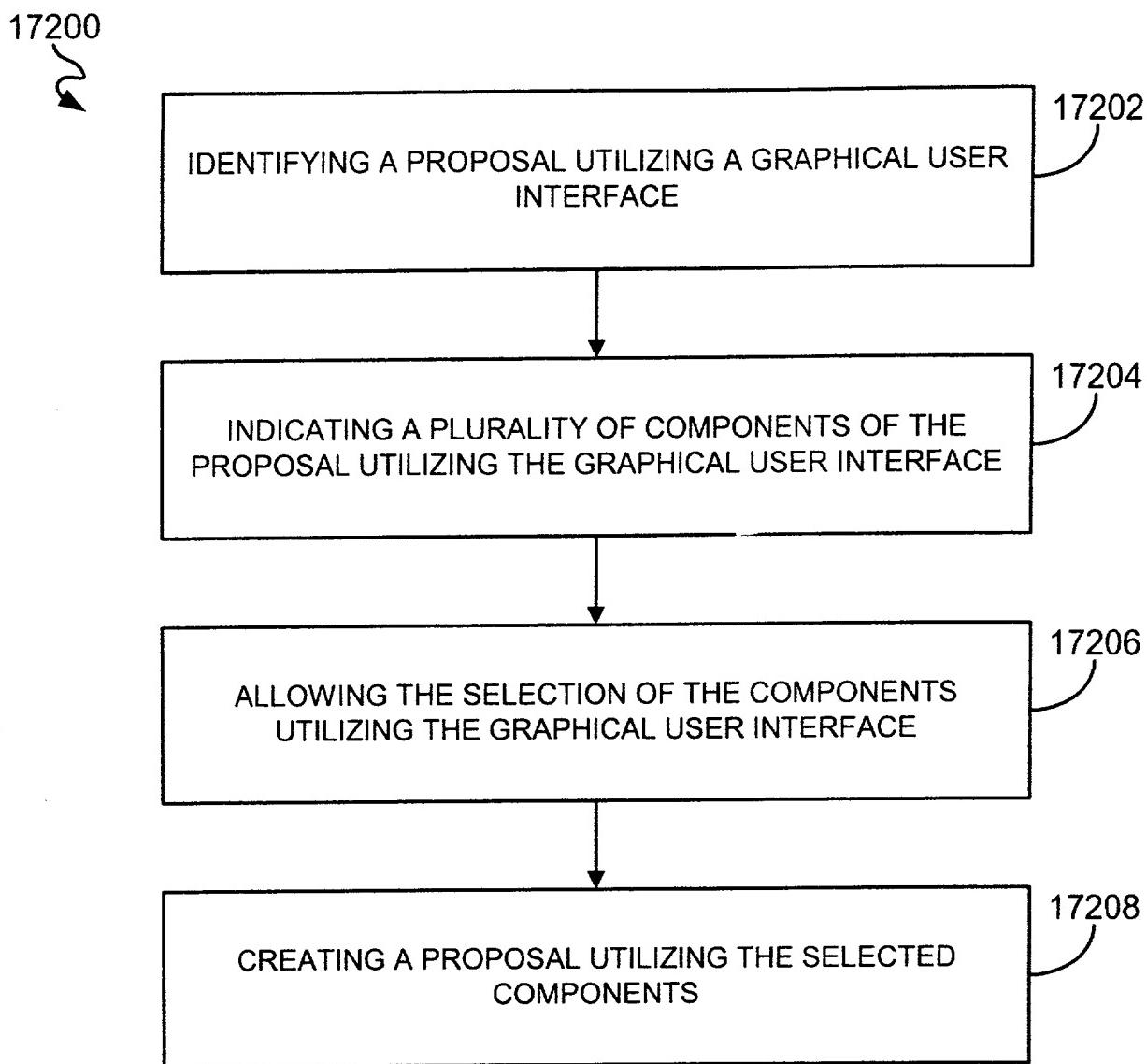
**FIG. 169**



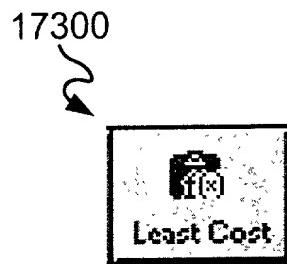
**FIG. 170**



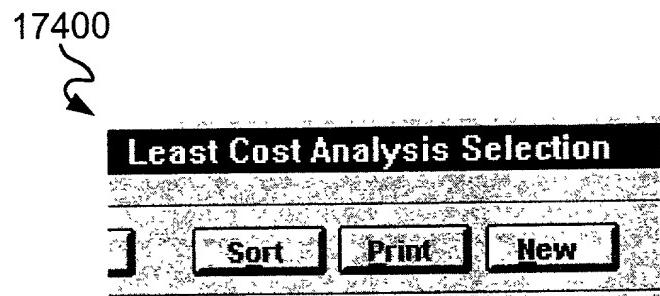
**FIG. 171**



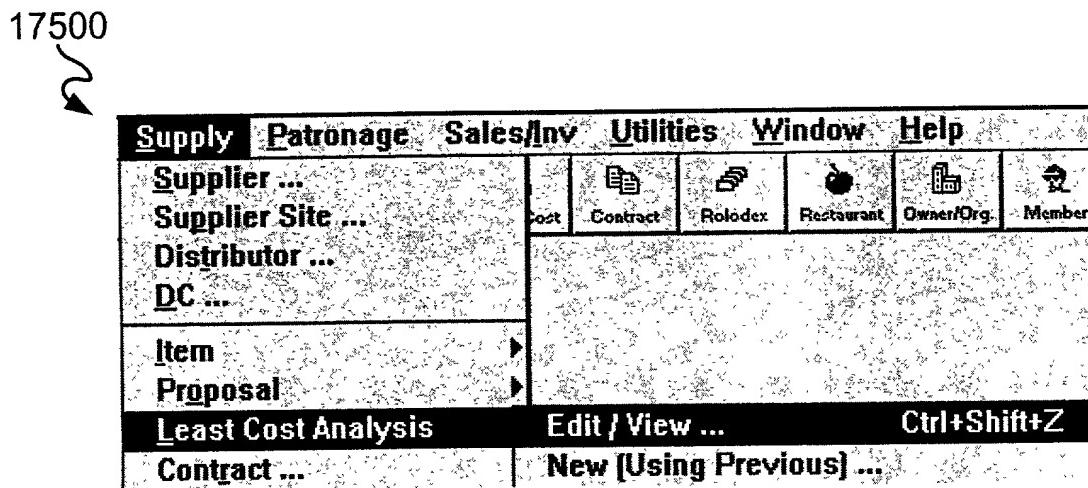
**FIG. 172**



**FIG. 173**



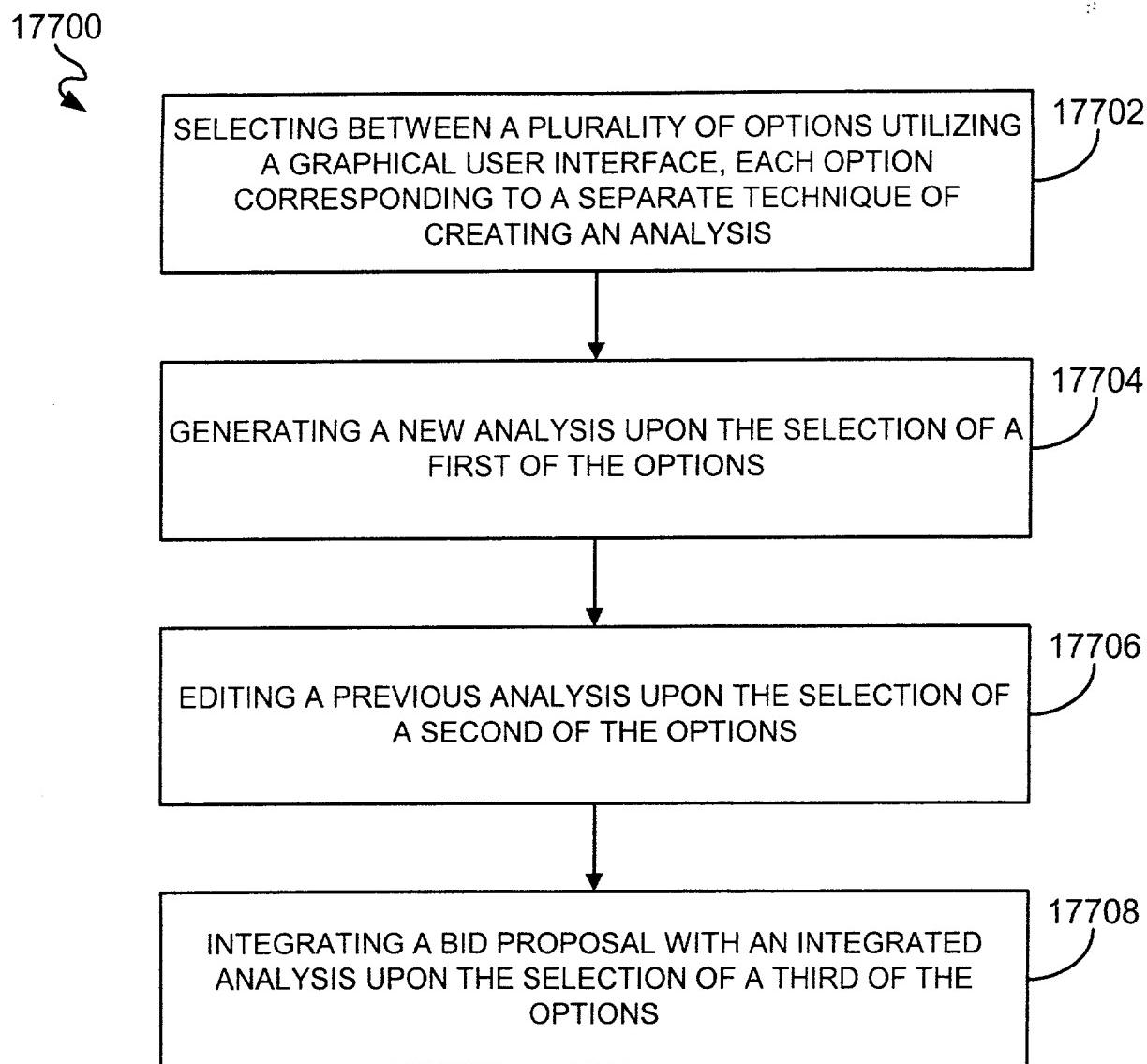
**FIG. 174**



**FIG. 175**

<b>Bid Proposal Name:</b>	(None)	<input type="button" value="+"/>	17600
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)			←
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)			

**FIG. 176**



**FIG. 177**

09816048 080604

17800

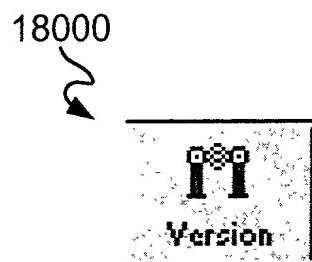
Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

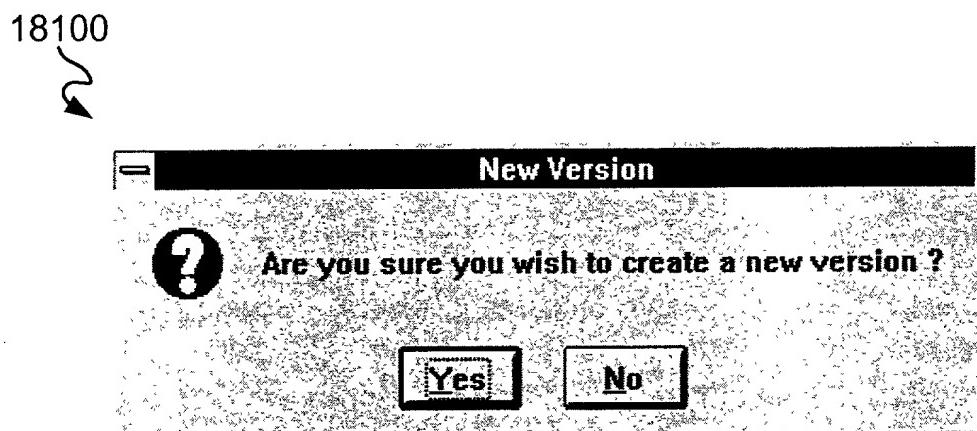
17900

Version (1) of (9) Base version  
What is the max # of FOB points to allocate to each DC? One FOB  
What is pricing method for this version? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000  
Override RDC Truckload Validation? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

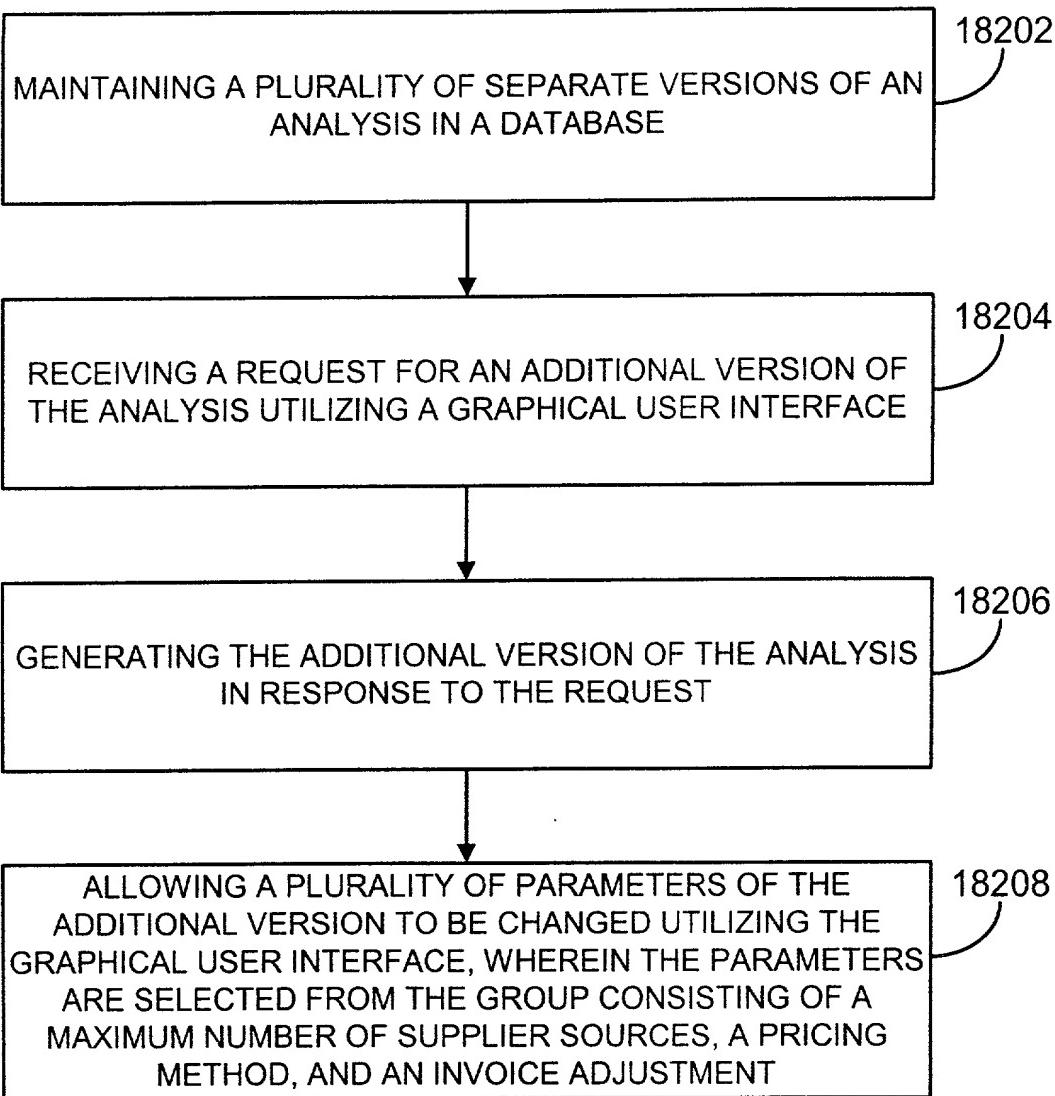


**FIG. 180**



**FIG. 181**

18200

**FIG. 182**

09836048 - 080604

18300

18300

Search    Query    Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

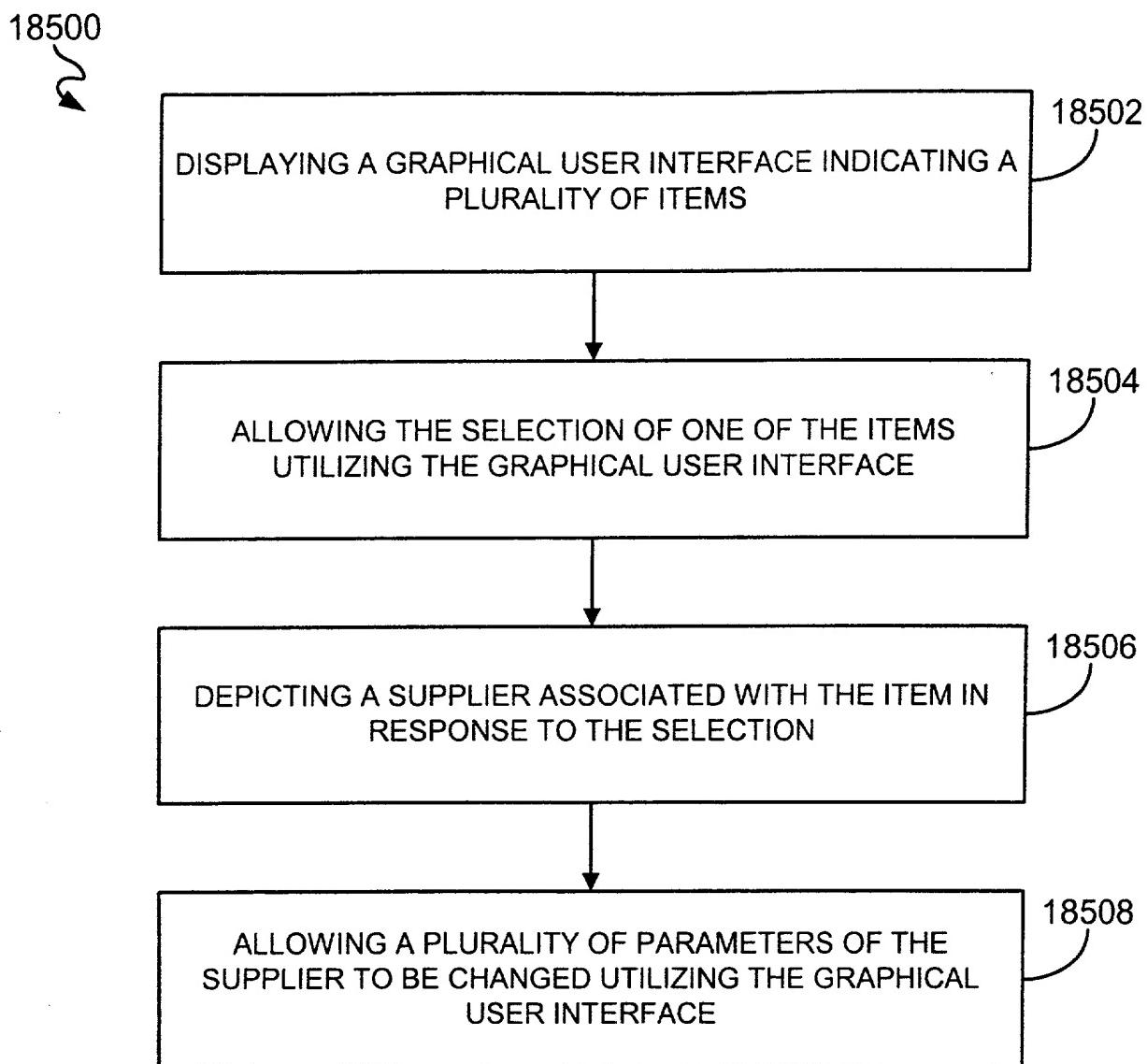
**FIG. 183**

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

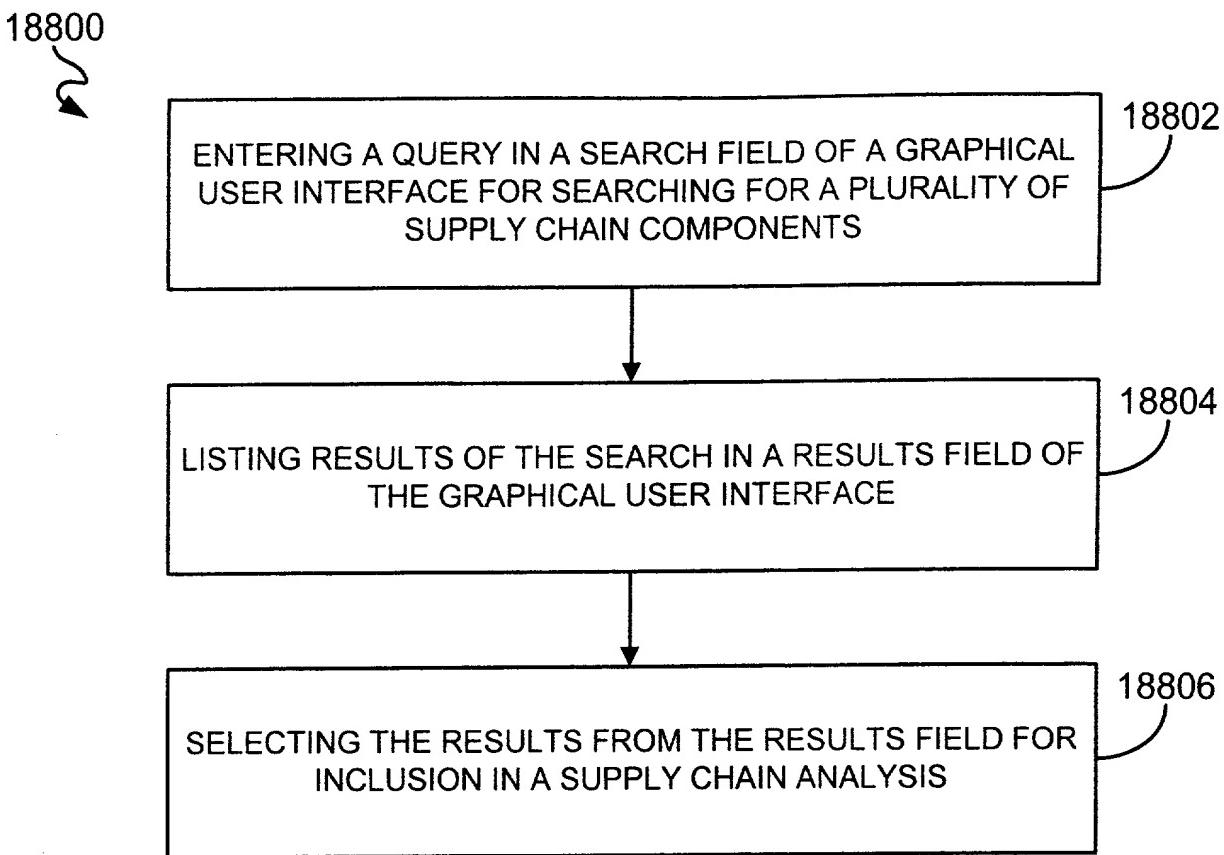
Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES)		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
JR SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

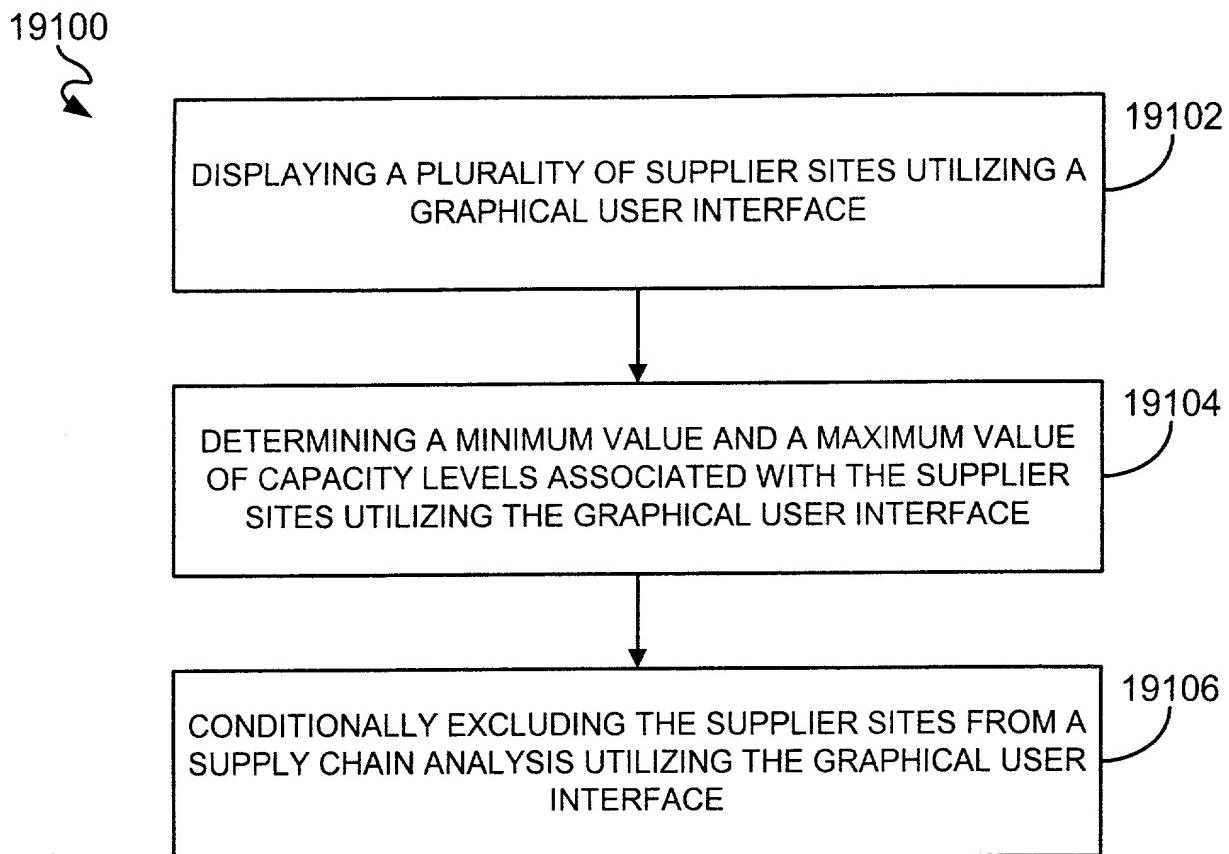
19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD- PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS,LTD- PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190



**FIG. 191**

TO 90300 - 90400 - 90500 - 90600

19200  
~~~~~

| Supplier                   | # | Volume |   |
|----------------------------|---|--------|---|
| HUDSON INDUSTRIES          | 0 |        | ↑ |
| INTERNATIONAL DIVERSEFOODS | 0 |        | ↓ |
| SUPERIOR COFFEE & FOODS    | 0 |        | ↔ |

| Supplier FOB              | Item              | Cont FOB | # | Volume |   |
|---------------------------|-------------------|----------|---|--------|---|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        | ↑ |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        | ↓ |

**FIG. 192**

19300

| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

**FIG. 193**

0981604481 "09860041"

19400

| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

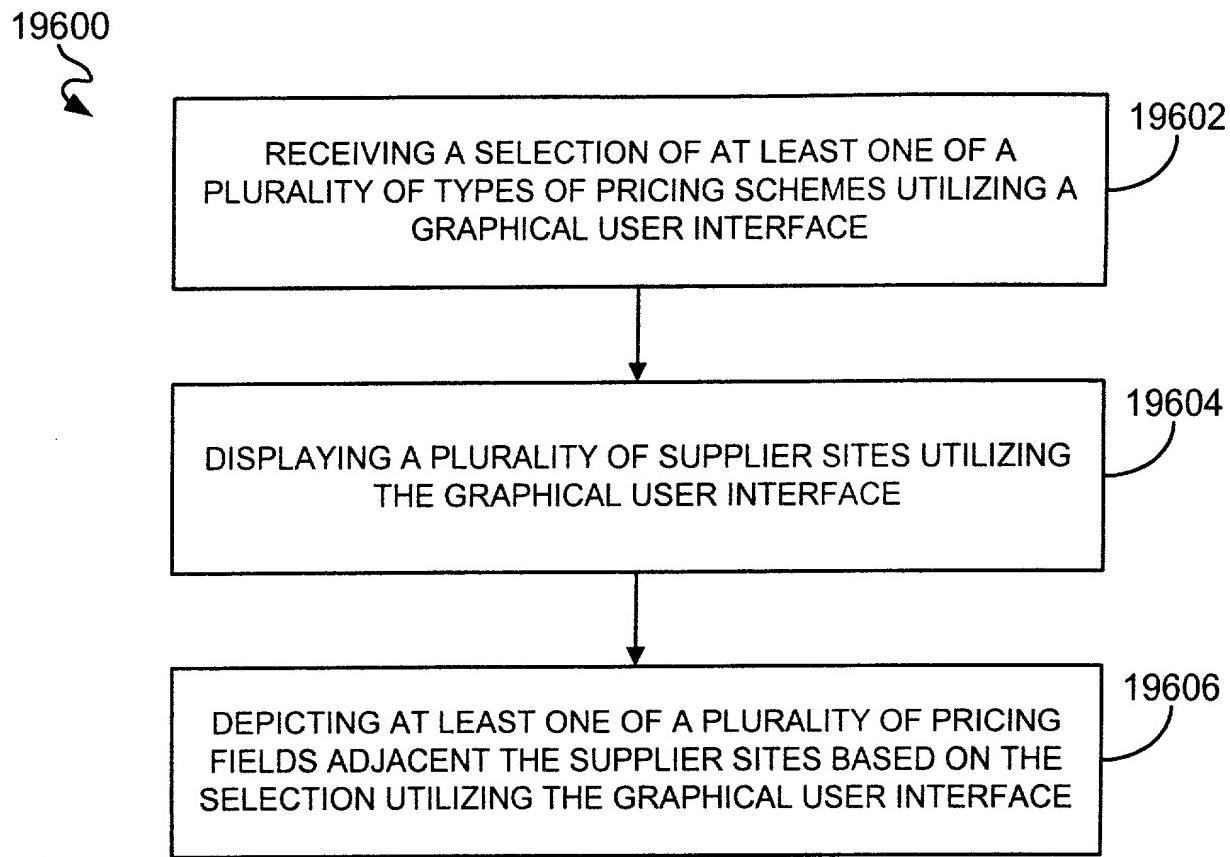
| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

**FIG. 194**

19500

| Item Description        | Supplier FOB                   |   |        |
|-------------------------|--------------------------------|---|--------|
| FRIES-COATED            | CAVENDISH-PRINCE EDWARD        |   |        |
| FRIES-COATED            | J.R. SIMPLOT COMPANY-HERMISTON |   |        |
| FRIES-COATED            | LAMB-WESTON, INC-PASCO, WA     |   |        |
| Distribution Center     | Delivered                      | # | Volume |
| AMERISERVE-OMAHA, NE    | 0.3750                         | 0 | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850                         | 0 | 0      |
| AMERISERVE-WAUKESHA     | 0.3670                         | 0 | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725                         | 0 | 0      |
| KING PROVISION-ATLANTA  | 0.3950                         | 0 | 0      |

**FIG. 195**



**FIG. 196**

19700

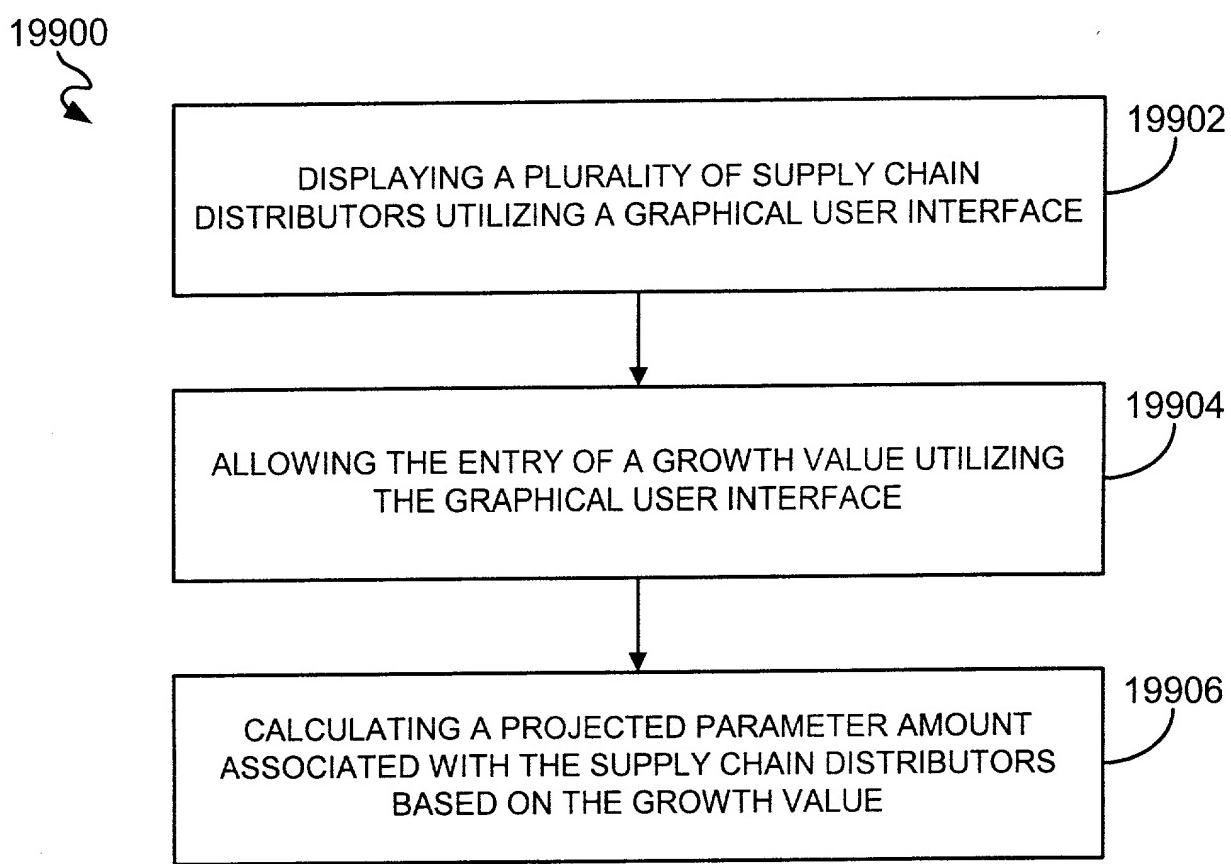
| Total Rest. Growth Amount     |                     | Usage Period         |                            |
|-------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~19702                  |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center           | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVE/POST-ALBUQUERQUE   | 27                  | 5.00%                | 28                         |
| AMERISERVE/POST-DENVER        | 35                  | 5.00%                | 37                         |
| AMERISERVE/POST-SALT LAKE, UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE          | 166                 | 5.00%                | 174                        |

FIG. 197

19800

| Item                | Item Growth %  | Usage Period          |              |           |                |                 |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| CHICKEN-PATTY       | .00            |                       |              |           |                |                 |
| Distribution Center | Previous Usage | Projected Rest. Count | Coug. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWALK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198



**FIG. 199**

20000

| Supplier FOB                        | Address        |           |
|-------------------------------------|----------------|-----------|
| CAVENDISH FARMS                     | Dieppe         | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID 83211  |

| Distribution Center           | Lane Restriction                                                                                      | Honor TL Rate |
|-------------------------------|-------------------------------------------------------------------------------------------------------|---------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |               |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |               |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |               |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |               |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |               |

20002

**FIG. 200**

20100

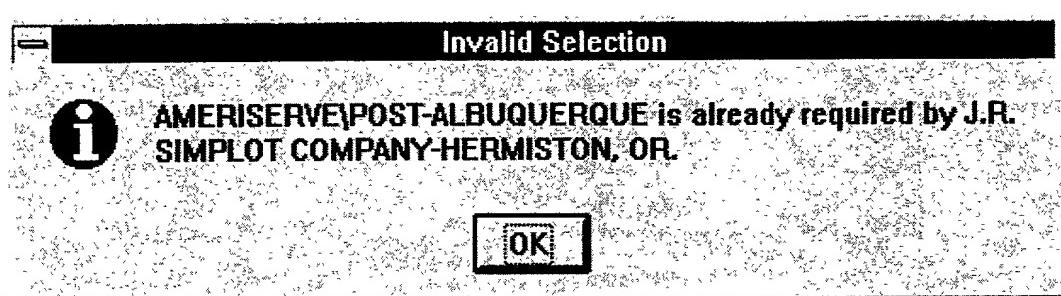
| Supplier FOB                        | Address        |           |
|-------------------------------------|----------------|-----------|
| CAVENDISH FARMS                     | Dieppe         | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID 83211  |

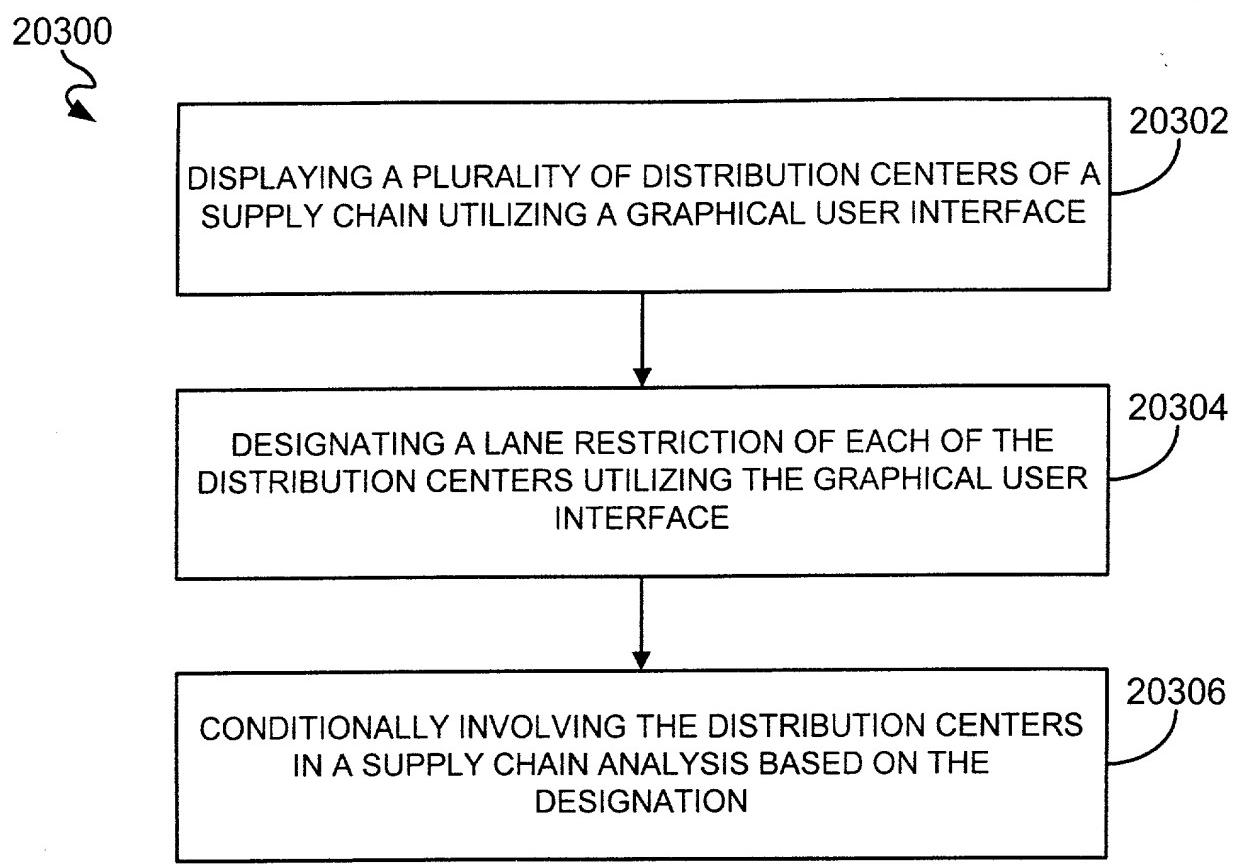
  

| Distribution Center         | Lane Restriction                                                                                      |
|-----------------------------|-------------------------------------------------------------------------------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded |

**FIG. 201**

20200

**FIG. 202**



**FIG. 203**

20400

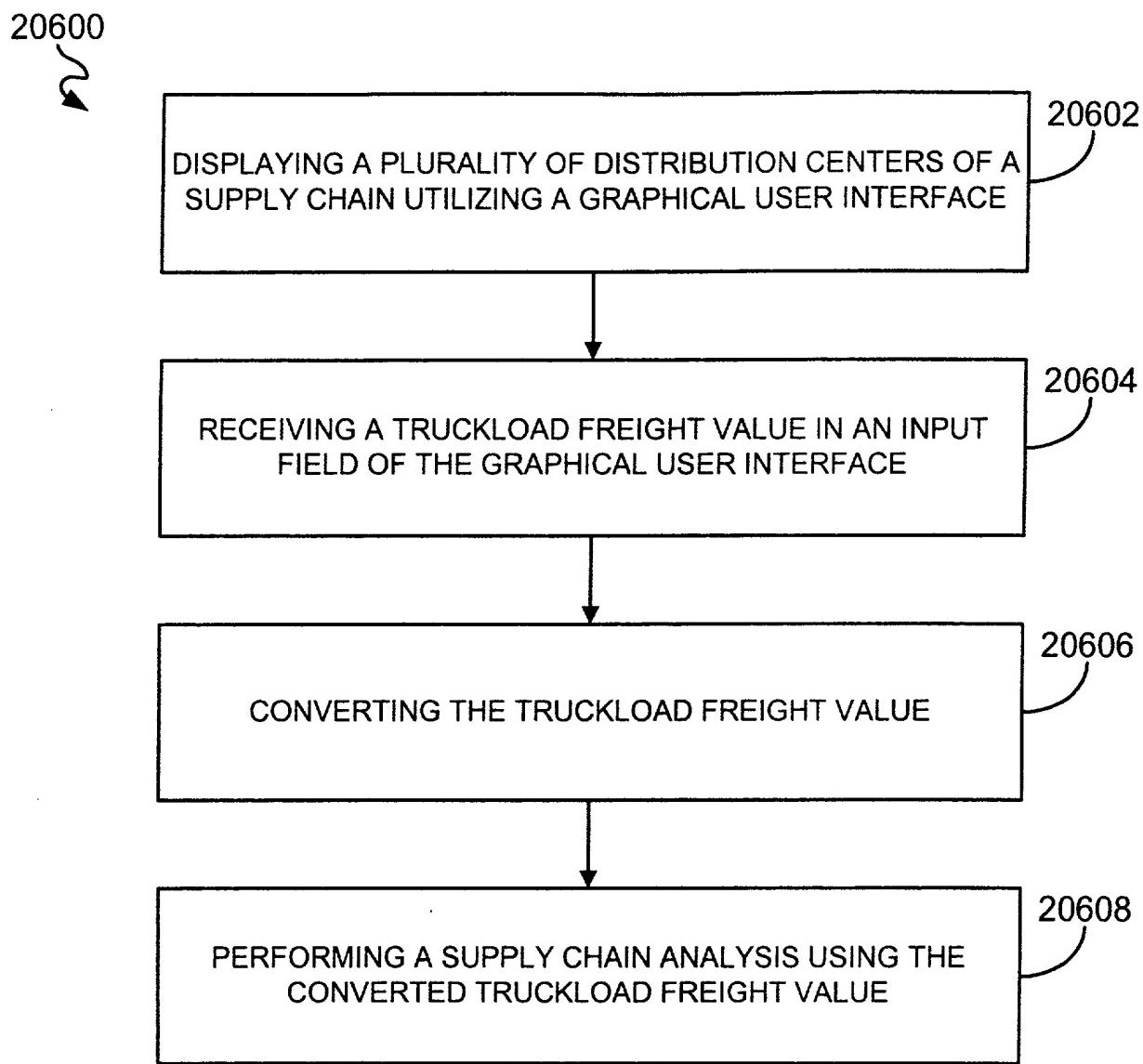
| Supplier FOB                        |                   | Address       |        |
|-------------------------------------|-------------------|---------------|--------|
| CAVENDISH FARMS                     | Dieppe            | NB            | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston         | OR            | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls    | ID            | 83211  |
| Distribution Center                 | Truckload Freight | Lane Distance |        |
| AMERISERVEPOST-ALBUQUERQUE          | 1,617             |               |        |
| AMERISERVEPOST-DENVER               | 1,277             |               |        |
| AMERISERVEPOST-SALT LAKE UT         | 691               |               |        |

**FIG. 204**

20500

| Supplier FOB                 |                | Address     |                                                                              |
|------------------------------|----------------|-------------|------------------------------------------------------------------------------|
| O.K. FOODS-FORT SMITH AR     | Fort Smith     | AR          | 72904                                                                        |
| TYSON FOODS-GREEN FOREST, AR | Green Forest   | AR          | 72638                                                                        |
| TYSON FOODS-RUSSELVILLE AR   | Russellville   | AR          | 72801                                                                        |
| Distribution Center          | Weight Minimum | LTL Minimum | 0 to 1,000 LBS 1,001 to 5,000 LBS 5,001 to 10,000 LBS 10,001 to 20,000 LBS + |
| PS-ATLANTA                   | 15,000         |             |                                                                              |
| PS-BURLINGTON                | 15,000         | 400.00      |                                                                              |

**FIG. 205**



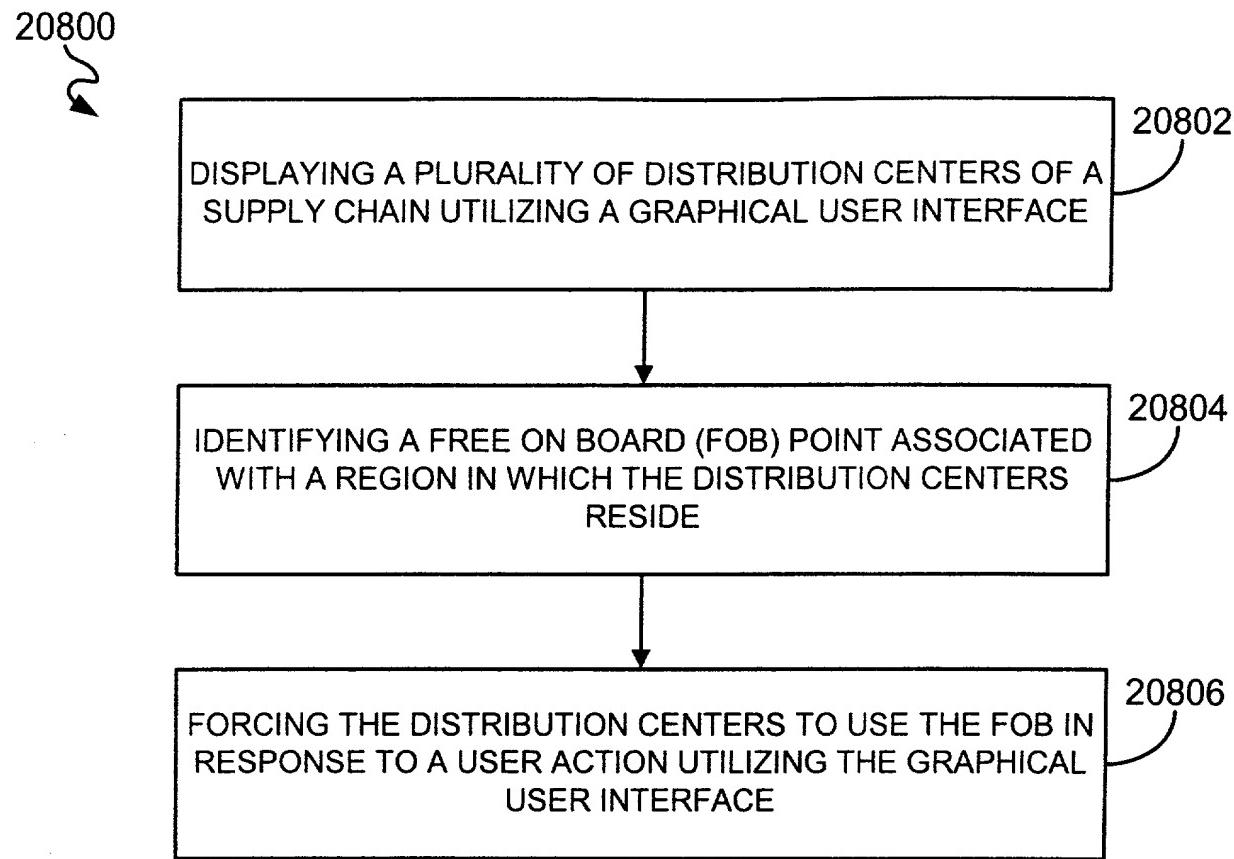
**FIG. 206**

0981604699999999

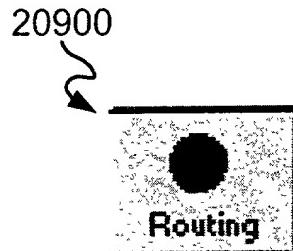
20700

|                                                                                              |                                                                                   |
|----------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|
| <b>Analysis Region</b><br>MCCABE-PORTLAND/RMW-ANCHORAGE                                      | <b>Force FOB</b><br><input checked="" type="radio"/> Yes <input type="radio"/> No |
| <b>Distribution Center Name</b><br>MCCABE QUALITY FOODS-PORTLAND<br>RESTAURANTS NW-ANCHORAGE | <b>Site Role</b><br>Corporate & FOB Point<br>Corporate & FOB Point                |

**FIG. 207**



**FIG. 208**



**FIG. 209**

21000

21000 points to the 'Report Selection' window.

**Report Selection**

**Report Type:** Optimal Product Routing

**Report Parameters:**

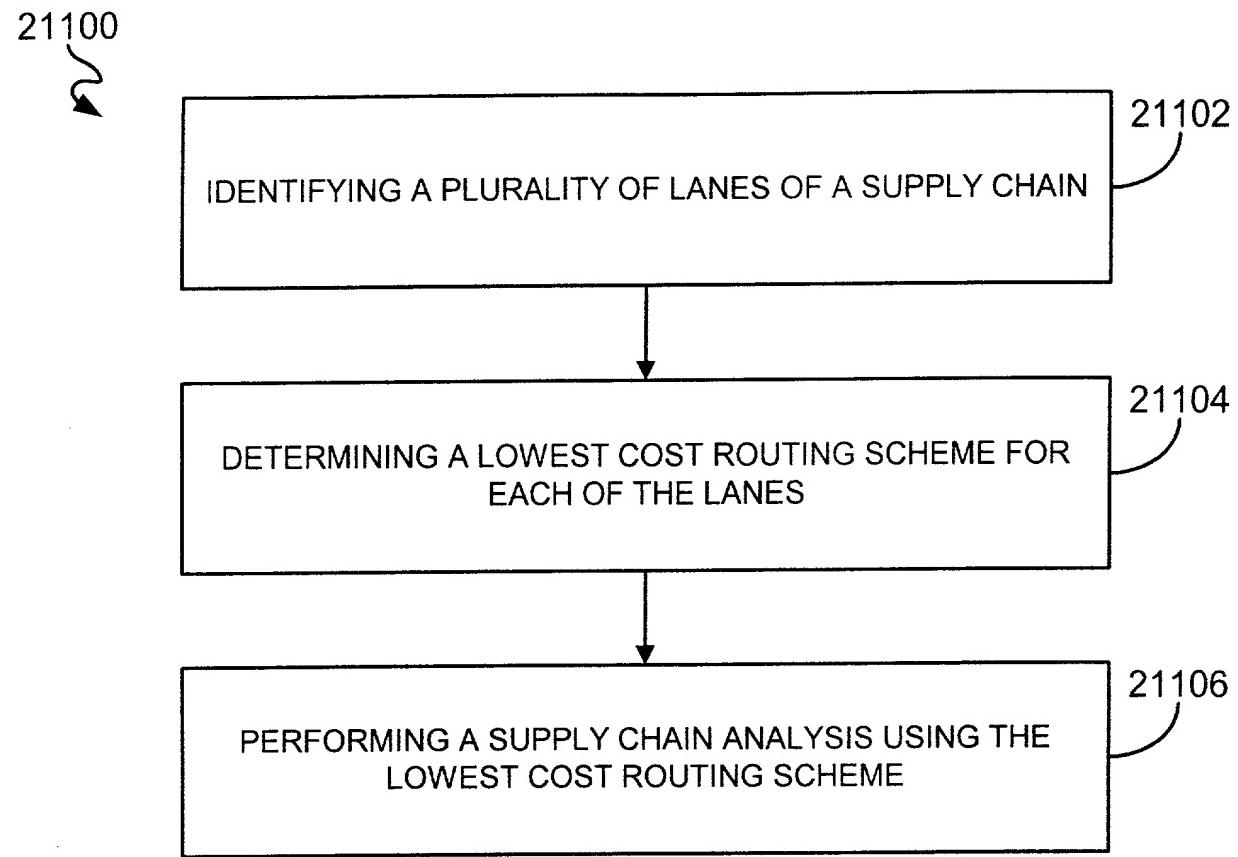
- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)

**Version:** Base Version

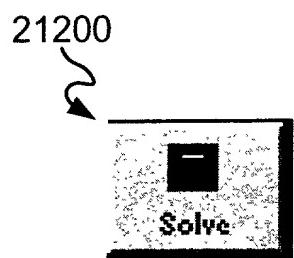
**Report Name:**

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

**FIG. 210**



**FIG. 211**

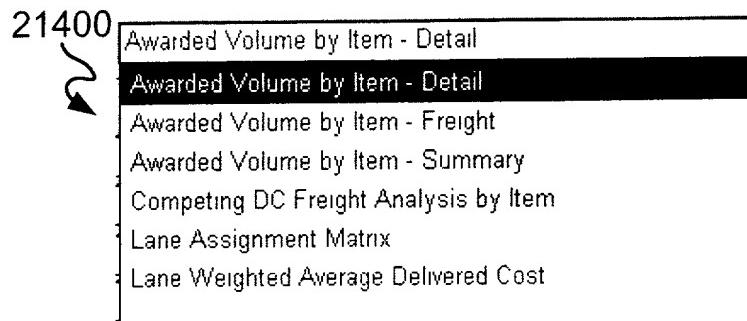


**FIG. 212**

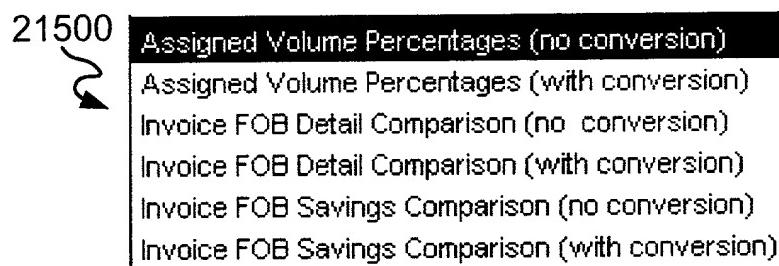
The screenshot shows a software interface for report selection. On the left, a sidebar titled "Report Selection" lists several report types. The "Report Type" dropdown is set to "Awarded Volume". The "Report Name" dropdown is set to "Awarded Volume by Item - Detail". The sidebar includes options like "Comparison Reports", "Cost Matrix Preview", "Optimal Product Routing", and "Tab Reports".

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |

**FIG. 213**



**FIG. 214**

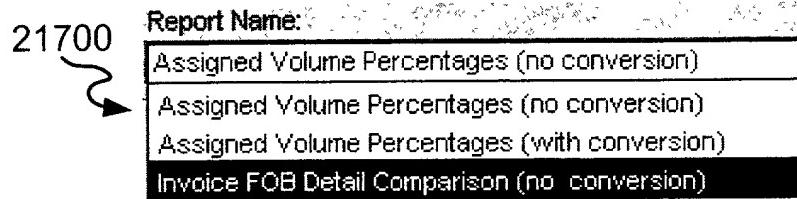


**FIG. 215**

21600

Report Type: Comparison Reports      Report Name: Assigned Volume Percentages (no conversion)

**FIG. 216**



**FIG. 217**

21800



Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices:  Yes  No

**FIG. 218**

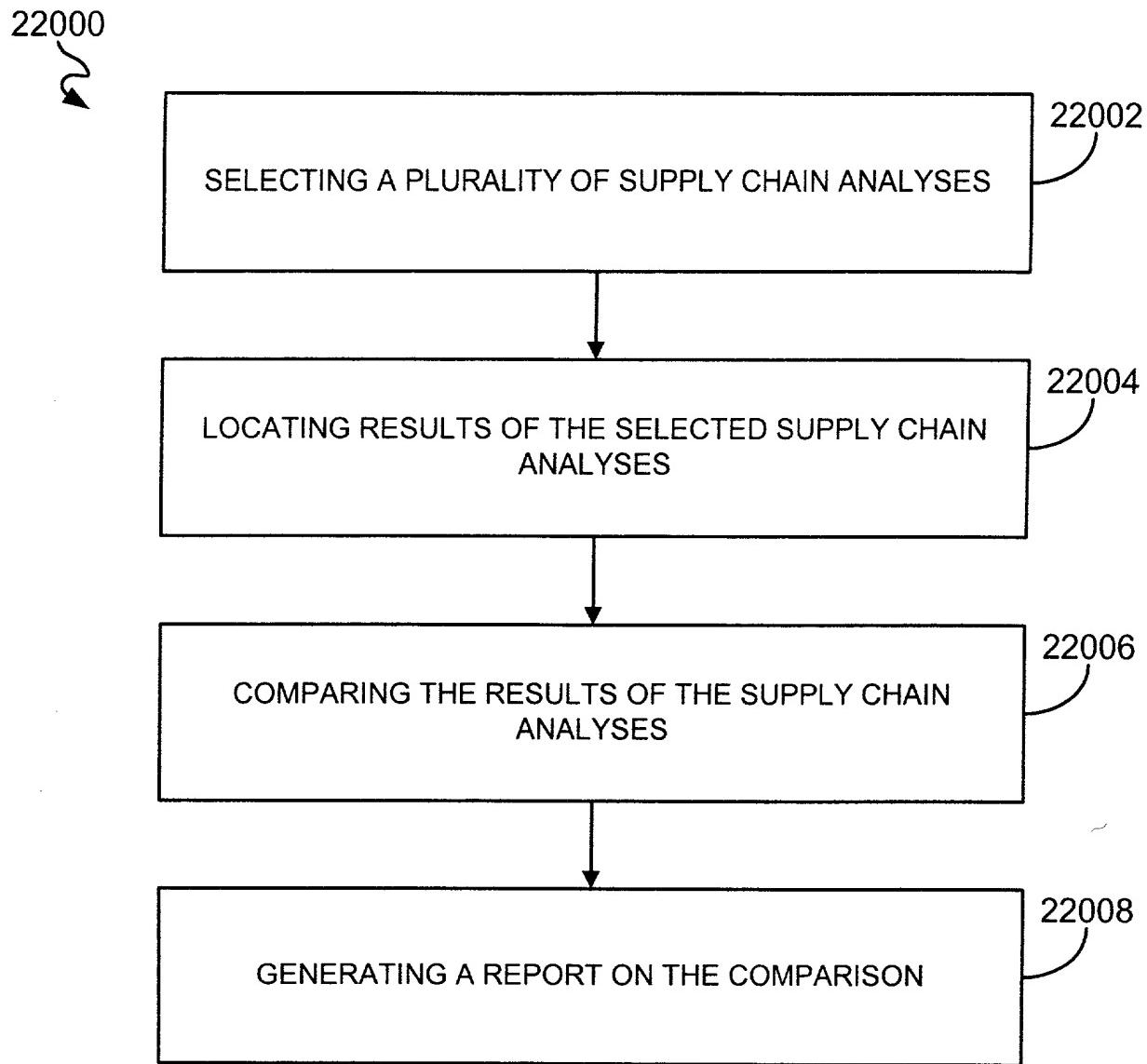
FIGURE 218. SCREEN SHOT

21900

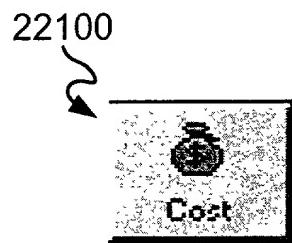


**FIG. 219**

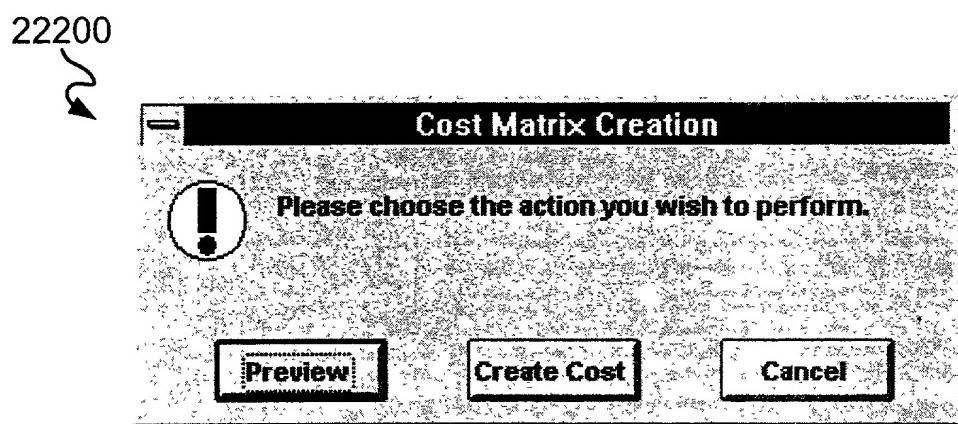
FIGURE 219. SCREEN SHOT



**FIG. 220**



**FIG. 221**



**FIG. 222**

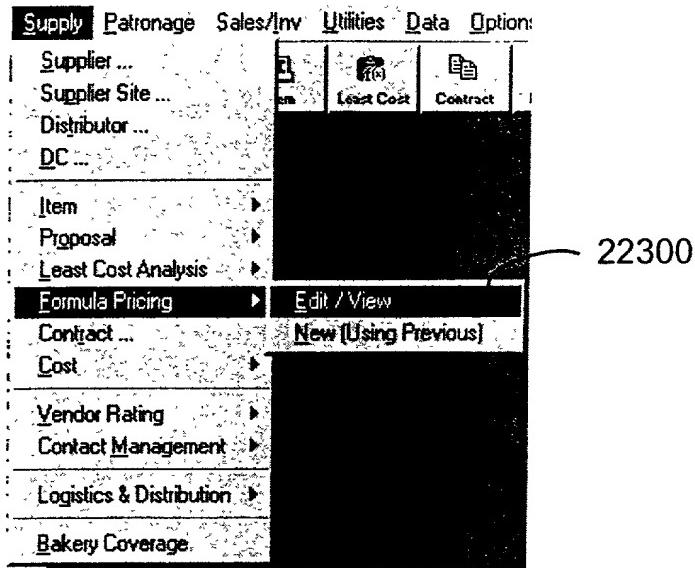


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

| General Info                                                     | Pricing                                         | Freight                                   | Formulas | Block Cost | Adjustments |
|------------------------------------------------------------------|-------------------------------------------------|-------------------------------------------|----------|------------|-------------|
| Pricing ID: <input type="text" value="12"/>                      |                                                 |                                           |          |            |             |
| Description: <input type="text" value="Beef Pricing 04/06/01"/>  |                                                 |                                           |          |            |             |
| Item: <input type="text" value="BEEF - 77%"/>                    |                                                 |                                           |          |            |             |
| Raw Material Pricing Date: <input type="text" value="04/06/01"/> | From: <input type="text" value="03/23/01"/>     | To: <input type="text" value="04/03/01"/> |          |            |             |
| Cost Matrix Begin Date: <input type="text" value="03/15/01"/>    | End Date: <input type="text" value="03/28/01"/> |                                           |          |            |             |
| FOB Adjustment Amount: <input type="text" value="0.0000"/>       |                                                 |                                           |          |            |             |

FIG. 224

22500

| Date     | FRESH<br>DOM 50%<br>TRIM | FRESH<br>DOM 65%<br>TRIM | FRESH<br>DOM 73%<br>TRIM | FRESH<br>DOM 75%<br>LEAN | FRESH<br>DOM 85%<br>LEAN | FRESH<br>DOM 90%<br>LEAN BL | FRESH<br>DOM 90%<br>LEAN YW | FRESH<br>DOM 95%<br>LEAN BL | IMP AUS | Lean<br>Beef |
|----------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|-----------------------------|-----------------------------|---------|--------------|
| 03/23/98 | 0.8800                   | 0.9100                   | 0.9052                   | 0.9300                   | 0.9318                   | 0.9900                      | 0.9900                      | 0.9950                      | 1.0000  | 0.9500       |
| 03/24/98 | 0.8800                   | 0.9100                   | 0.9149                   | 0.9400                   | 0.9224                   | 0.9800                      | 1.0000                      | 1.0500                      | 1.1000  | 0.9400       |
| 03/25/98 | 0.8800                   | 0.9150                   | 0.8857                   | 0.9100                   | 0.9224                   | 0.9800                      | 1.1000                      | 1.1500                      | 1.2000  | 0.9500       |
| 03/26/98 | 0.8850                   | 0.9155                   | 0.8945                   | 0.9190                   | 0.9275                   | 0.9855                      | 1.2000                      | 1.2500                      | 1.3000  | 0.9600       |
| 03/27/98 | 0.8900                   | 0.9200                   | 0.9344                   | 0.9600                   | 0.9275                   | 0.9855                      | 1.0000                      | 1.0500                      | 1.1000  | 0.9550       |
| 03/30/98 | 0.8800                   | 0.9300                   | 0.9441                   | 0.9700                   | 0.9318                   | 0.9900                      | 0.9995                      | 0.9998                      | 1.0000  | 0.9870       |
| 03/31/98 | 0.8860                   | 0.9160                   | 0.9539                   | 0.9800                   | 0.9412                   | 1.0000                      | 1.1000                      | 1.1250                      | 1.1500  | 0.9550       |
| 04/01/98 | 0.8700                   | 0.9200                   | 0.9393                   | 0.9650                   | 0.9224                   | 0.9800                      | 1.2000                      | 1.2300                      | 1.2600  | 0.9630       |
| 04/02/98 | 0.8500                   | 0.9400                   | 0.9490                   | 0.9750                   | 0.9318                   | 0.9900                      | 1.0000                      | 1.0250                      | 1.0500  | 0.9540       |
| 04/03/98 | 0.8515                   | 0.9700                   | 0.9539                   | 0.9800                   | 0.9412                   | 1.0000                      | 1.1000                      | 1.0750                      | 1.0500  | 0.9580       |
|          | 0.8753                   | 0.9247                   | 0.9275                   | 0.9529                   | 0.9300                   | 0.9881                      | 1.0690                      | 1.0850                      | 1.1210  | 0.9572       |

FIG. 225

22600

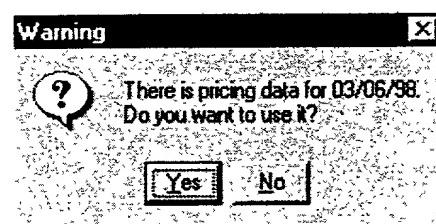


FIG. 226

22700

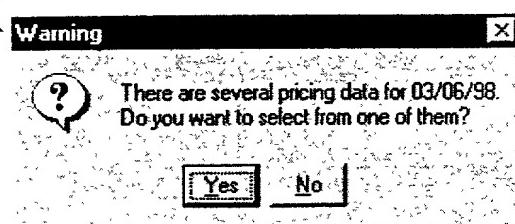
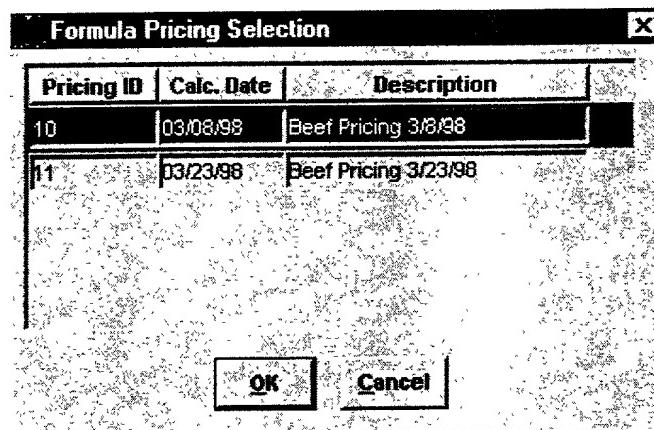


FIG. 227

22800



**FIG. 228**

22900

The window title is "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs for General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The Freight tab is selected. The "Supplier FOB" section lists three companies with their addresses:

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

The "Freight Amt" section shows the following rates:

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

**FIG. 229**

23000

| Formula | F06STR |        | F06STR |        | F07TC  |        | F08LC  |        | F08LN  |        | F09LC  |        | F09LN  |        | LFTR   |        | Total  |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|         | Pct.   | Cost   |        |
| AFS-1   | 0.3120 | 0.2871 |        |        |        |        |        |        |        |        | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1   | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 |        |        |        |        | 0.2000 | 0.2190 | 0.3200 | 0.3139 |        |        | 0.9941 |
| GS-1    | 0.3270 | 0.3042 |        |        |        |        |        |        |        |        | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1   | 0.2414 | 0.2200 |        |        |        |        | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 |        |        | 0.1050 | 0.0956 | 0.9721 |
| SER-1   | 0.3250 | 0.2926 |        |        |        |        |        |        |        |        | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9884 |
| TEX-1   | 0.3090 | 0.2768 |        |        |        |        |        |        |        |        | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9816 |
| WH-1    | 0.3250 | 0.2958 |        |        |        |        |        |        |        |        | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1   | 0.3325 | 0.2977 |        |        |        |        |        |        |        |        | 0.4875 | 0.5185 | 0.1000 | 0.0988 | 0.1000 | 0.0890 | 1.0018 |

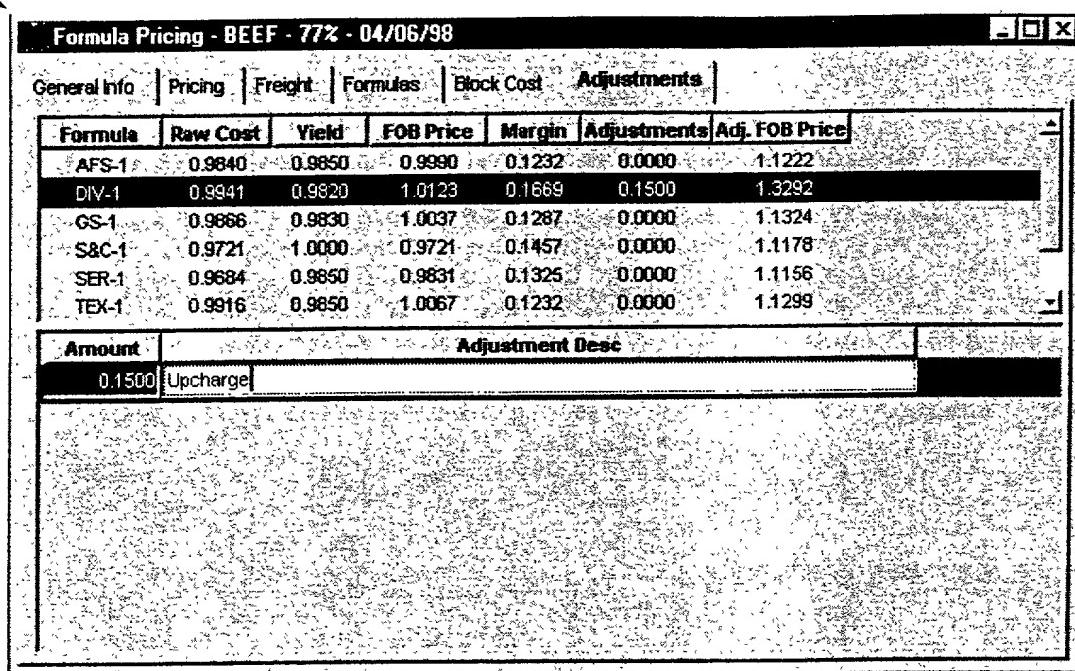
FIG. 230

23100

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include?                            |                                     |
|---------|-------------------|-------|------------|--------|-----------|-------------------------------------|-------------------------------------|
|         |                   |       |            |        |           |                                     |                                     |
| AFS-1   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| TEX-1   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| WH-1    | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |

FIG. 231

23200

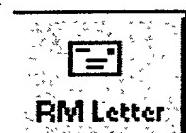


**FIG. 232**

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**FIG. 233**

23400



**FIG. 234**

23500

| Formula Maintenance |                                      |                                 |            |
|---------------------|--------------------------------------|---------------------------------|------------|
| Formula ID          | Facility                             | Description                     | Short Name |
| 5                   | AMERICAN FOOD SERVICE                | American Food Service Formula A | AFS-1      |
| 7                   | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b                | DIV-1      |
| 8                   | GOOD SERVINGS PRODUCTS - NH          | Good Servings Formula 1         | GS-1       |

Number of Rows: 14

| Material Type           | Begin Date | Percentage |
|-------------------------|------------|------------|
| Fresh Domestic 50% Trim | 10/03/1997 | 31.2000%   |
| Fresh Domestic 73% Trim | 10/01/1996 | 20.0000%   |
| Fresh Domestic 85% Lean | 10/01/1997 | 5.0000%    |
| Fresh Domestic 90% Lean | 10/01/1997 | 18.8000%   |

Number of Rows: 6

FIG. 235

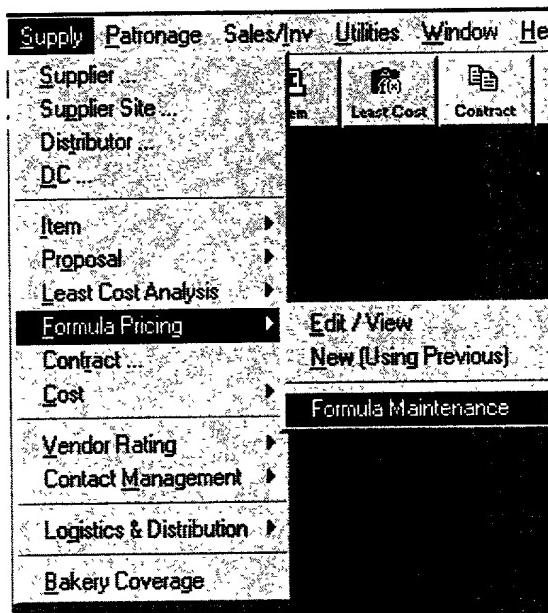


FIG. 236